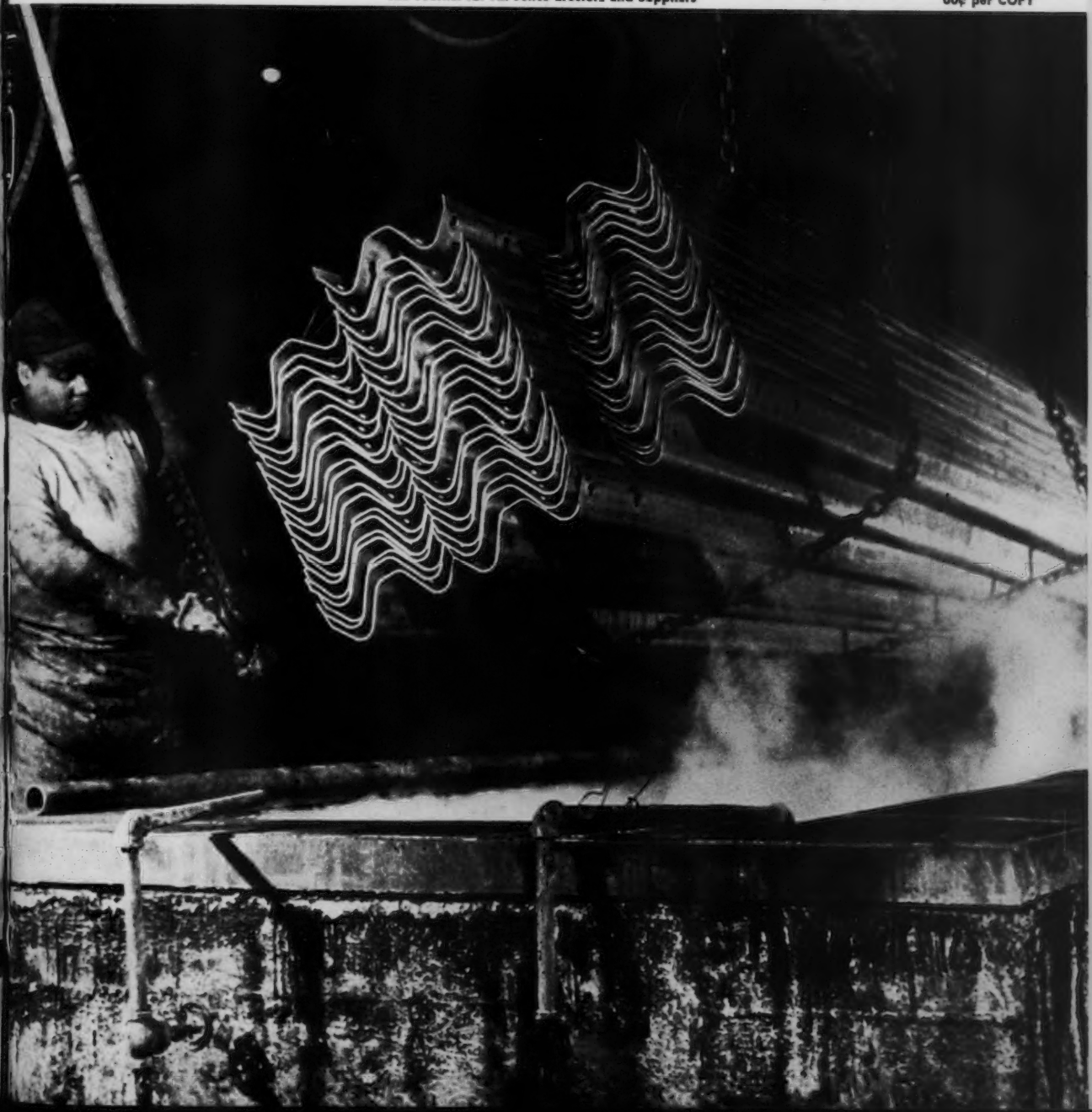
Fence Industry

TRADE NEWS

Oct.—Nov. 1961 • The Journal for All Fence Erectors and Suppliers • 60¢ per COPY



BUSINESS WEEK WEEKLY

In new products

BW

Chain-link fence offered in colors

Colorguard Corp. last week brought out a line of vinyl-sheathed, chain-link fences in green, blue, salmon, white, or black, or in individual colors combined with white. Up to now, the market for colored chain-link in the U.S. has been dominated by foreign mar... wholesale price of Colorguard's "Colorbond" will be ... steel fencing, according to the company.

INDIANAPOLIS (Ind.) STAR

Fencing Now Comes Colored

CHICAGO (Ill.) NEWS

WHAT'S NEW

Fence Matches House Color

Now you can fence your property with a chain link fence that matches your house color.

Standard galvanized steel wire is surrounded with a spec... vinyl compound called "Col... bond," which was developed ... Union Carbide Plastics Co. ... wide variety of colors and co... combinations is available. Co... Board Corp., 35 W. 53d ... New York, N.Y.

CHICAGO DAILY TRIBUNE: SATURDAY, SEPTEMBER 2, 1961

Utility and Beauty Reveal New Dimensions in Fences

BY BEULAH RODGERS

ALBANY, N. Y. TIMES-UNION

CHEMICAL WEEK

Colored Fence Material Bows

Colorguard's Rose and Galloway: Leaning on ...

...ated into the fence ...rial.

...own as "Colorbond," ...ew material is manu... ...ed at Harborside ...inal here, with ... ...EVELAND, ...TESS & NEWS

...fence is Vinyl-Cl... ...A new, colorful, h... ...chain-link fencing ... ...market, product ... ...Rod Corp., 35 West ... ...City. Ki... ...Colorbond," the new ...colors d... ...highly re...

MILWAUKEE, WIS. JOURNAL

Link Fence Gets Color

Color has been added to a new type of chain link fencing for both residential and industrial use.

The fencing is produced through a special process in which a vinyl plastic compound is used to coat galvanized steel wire. The wire then is fabricated into the fence material. Initially, the fence will be produced in green, blue, salmon, white and black colors, or combinations of these.

According to the manufacturer, the fencing material was tested for its resistance of weather conditions for its durability and elasticity.

The fencing product is available through ... ill., firm which ... price of the aqua ... residential use ... steel wire and ... square foot for ... industrial use.

LOUISVILLE, COURIER-JOURN...

Chain-link fence ... in a variety of c... ...binations now ... ...for residential use. ... takes standard ...

...new use easily damaged. In... ...the fencing will be available ... green, blue, salmon, white and ...

This new type of varicolored chain link fencing has been dev...

Vinyls on the Fence

A freight rate U.S. market for poly-vinyl chloride is about to be tapped. A plant in New Jersey will soon manufacture vinyl-coated chain-link fencing.

Morgaard Corp. (New York), a ... entry in the fencing industry, has ... lled machinery at Harborside ... ...ompleted, Jersey City, capable of turning out 1 million ft. of vinyl-... ...coated ...

Individual color-and-white combinations.

The maker says it is ... priced to compete with ... plain galvanized fencing ... and quotes a 36x60-foot en... closure at approximately $374.

Information on the new fencing ... (2' -60 to 7'6" ... meters) the vinyl-clad galvan... steel wire fence is said to be re... sistant to mould and fungus.

Chain-link fencing is a substantial ... market in the U.S. The industry con... sumes about 500,000 tons of steel an... nually, and sales for all purposes are ... said to be about $250 million year.

Annual usage fo... of the prime ... fencing—is over ...

About 15% of ... now used a colors... plied by foreign su... of the Colorguard ... U.S.-produced vin... expected to stimul... the colored produc... of Colo... price of ... below wh... to 50% ... fencing." ... need for ... ...r base pro... ...ranging ... ...ng at the ... low York ... ...on top of th... Building. Other struct... include buildings at t... Airport and the Blythe ... Valley. In the photo a ... William Sellaway, va... sales, are leaning on a ... vinyl-covered fence, ... installed at a driveway ... Island, New York.

CINCINNATI, OHIO ENQUIRER

Fence Decor

A touch of decorator beauty has been lent practical chain link fencing by the Colorguard Corp., Jersey City. The product: "Colorbond," standard galvanized steel wire fencing, coated with a colored vinyl compound.

Aimed at homeowners with swimming pools or other yard enclosures ... link fencing will be ... ...ally available ... ...known ... chlorides but ... veloped for ... special ...

SAN DIEGO, CALIF. UNION

WIDE VARIETY

Chain-Link Fence Now

...FS

...N.J.—material of colors ...ations is ...e indus... ...and resi... ...scale pro... ...r fencing ...ker way

...D.C.

...(Mass.)

...hain link ...colors and ...ing pro... ...Special ...standard ...ure is then ...ed Color... PA.

...ICING

...ng-lasting, ... the mar... ...ucel Corp. ... ...d "Colo... ...is made ... and steel ...rial vinyl ... can be ...color, or ...reired, u... ...et to ag... ...y chemi...

This national publicity and advertising program is helping **YOU** sell

COLORBOND

vinyl-protected chain link fence to 80,000,000 prospects

Wise dealers are placing their orders now

COLORBOND

American Made to American Standards

COLORGUARD CORPORATION

107 E. 38TH ST., N. Y. 16, N. Y. • MU 5-2770

"Tri-Set"

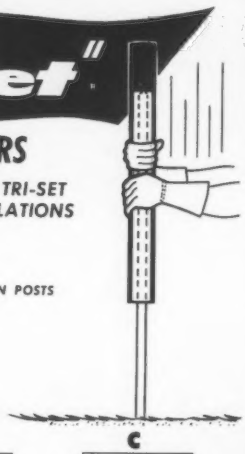
POST DRIVERS

NOW AVAILABLE FOR TRI-SET POST ANCHOR INSTALLATIONS

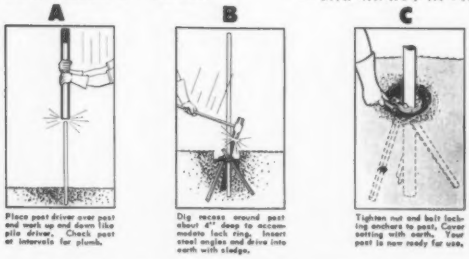
WITH THIS INEXPENSIVE TOOL
YOU CAN REALIZE
THE MANY PROFIT ADVANTAGES OF
TRI-SET POST INSTALLATIONS

POST DRIVER CAN BE USED ON POSTS UP TO 2-3/8" O.D.

LENGTH 32 INCHES
INSIDE DIAMETER 2-1/2 INCHES
WEIGHT 26 LBS.



ITS EASY AS...



Place post driver over post and work up and down like pile driver. Check post at intervals for plumb.

Dig recess around post about 4" deep to accommodate lock ring. Insert steel angles and drive into earth with sledge.

Tighten nut and bolt locking anchors to post. Cover setting with earth. Your post is now ready for use.

FOR FULL INFORMATION ON TRI-SET POST ANCHORS CALL OR WRITE...

NATIONAL FENCE PRODUCTS, INC.

4620 West 54th Street Chicago 32, Illinois

Telephone: PORTSMOUTH 7-9292

CONTINENTAL
Chain Link Fabric

The only fabric made of Konik Steel for greater strength and increased rust resistance

Longer Fence Life—Lower Maintenance Costs—these are powerful fence selling features. You get both when you use Continental Fabric. Proved in thousands of installations. Every link is made of Konik Steel . . . stronger by actual test plus increased clear through rust resistance. Galvanized after weaving for double protection. Heights and gauges to meet all residential-industrial needs.

WRITE TODAY FOR COMPLETE WHOLESALE LIST

Gates, Posts, Fittings also available

KONIK STEEL

Konik is Continental's own special analysis steel containing copper, nickel, and chromium in precise proportions for greater tensile strength—at least 85,000 lbs. per square inch, and extra clear through rust resistance.

CONTINENTAL STEEL
CORPORATION, KOKOMO, INDIANA

Vol. 4
No. 10

Fence Industry
TRADE NEWS

OCTOBER
NOVEMBER
1961

The Journal of all Fencing and Erecting

CONTENTS

FEATURES

Pickling Guard Rail Before Galvanizing — **Cover**
Guard rail, 60 sections at a time, are pickled in acid bath prior to hot dip galvanizing. The guard rail was installed on the New Jersey Turnpike—story about the entire operation appears on pages 16-17 of this issue. Photos by American Zinc Institute.

Observations—Toledo, Ohio — **7**

Fence Specifications—Minnesota — **10**

"Dead Men" for Barbed Wire Fence — **15**

87 Miles of Guard Rail — *by Amer. Zinc Institute* — **16**

Civic & Sales Promotionals — *L. A. Urbanowicz* — **18**

Fence Restrictions Create $ Loss — **19**

DEPARTMENTS

Editorial: Vanishing Incentives — *Robert C. Tyson* — **3**

Business Trends — **4**

Letters to the Editor — **6**

Awards-Projects-Proposals — **24**

Information: New Notices of Importance — **27, 28**

More News Items — **29, 30**

NOTICE!

Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers, nor can proofs be furnished on late copy subject to revisions or corrections.

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Vanishing Incentives

GUEST EDITORIAL

By Robert C. Tyson
Chairman, Finance Committee, United States Steel Corp.

In authoritarian societies, men can be whipped into obedient servitude for the benefit of a ruling class. They can be forced to imitate the accomplishments that the incentive and resourcefulness of free men have elsewhere achieved. But where men are free, it is obvious that maximum economic motivation and growth rest on the unhampered presence of incentives.

The incentives are, on the one hand, the hope of achieving good income or profit through superior proficiency in producing wanted goods and services; and on the other hand, the disciplining fear of smaller income or loss for those who do not productively exert themselves in their own support. In a free society there is strong moral sanction for charity, but the essence of freedom is that no man is entitled to be a "free-rider" on others' efforts without their consent.

These incentives are being stifled in our land. The process of stifling incentives is simple, but its consequence is disastrous for our type of society. It is quite simply to tax-punish productive efficiency wherever it shows its head, and everywhere to coddle the less efficient or the idle. If carried to the full, this eliminates all of both types of incentives, and converts everybody from the personal pursuit of productivity to the competitive practice of indolence.

So that brings me to taxes—a necessity in any organized society, but subject to terrible abuse. Business leaders do not always agree, but the premise here is one from which no one dissents: *There is no such thing as a tax incentive.* Any tax at all is a deterrent or "disincentive," to use a lately-coined word. No one is ever normally stirred to earn or to produce anything by the knowledge that it will be taken away from him by taxes. People may produce in spite of, but never because of, taxes.

Taxes in America are big, mighty big. There are about 100,000 taxing authorities in America, and in the last fiscal year they collected more than $125 billion. I note that in the same year they spent over $150 billion.

Let us turn to the special impact of taxes, and particularly federal income taxes, on incentives. It is best examined in terms of the mechanism through which new production and new jobs come into existence.

We all know that economic activity is basically powered by human wants and that their effective satisfaction calls for many ingredients—such as education, ingenuity, inventiveness, initiative, risk-taking, thriftiness, moral and legal codes, an orderly society, and so on, all of which are taken for granted.

My present purpose is served by focusing on the axiomatic truth that for us there is one, and *only* one, important way that new production and new self-sustaining jobs come into existence: by the investment of savings in the tools of production, that men may operate to produce the marketable values to cover their continuing wage, and investors' profit. It is the save-invest process.

Nearly 20 years ago Sumner H. Slichter said: "The tax history of the United States in recent years has been fairly sensational. A visitor from Mars would suspect that a Communist fifth columnist was writing the laws for the purpose of making private enterprise unworkable." Should that chap revisit us now, he might well have the same suspicion.

MOVEMENT WITHIN THE INDUSTRY, among smaller dealers, has shown greater activity during the last several months than in any similar period in recent years. Since mid-July, more than 200 firms in this category have either discontinued business or changed their mode of operation.

SLOW-PAYING ACCOUNTS ON INCREASE. It has been noted that there is a decided slow-down in meeting past-due commitments. In view of this, and in the light of the recent increase in business failures, credit should be carefully watched for the balance of the year. Business failures in August, nationally for all types of business (latest report available), showed a sharp increase, when failures reached 1,604 compared to 1,315 the previous August.

THE WAR SCARE, the international situation, has had no noticeable effect on business in this industry. Over-all, the outlook is optimistic, and manufacturers in particular are reporting favorable business conditions. However, the requirements of the Armed Forces could result in moderate shortages in the labor supply. Employers should be alert to the fact that reservists and men in their twenties are the kind that might have to be suddenly replaced.

CHAIN LINK PRICES CUT-THROAT in many metropolitan areas. In Toledo, Ohio, for example, mail order ads offer 42"—11 gauge chain link, complete except for terminal posts and gates, at 60¢ per foot, installed. The going price for this type installation is about 90¢ per foot. "The bottom has fallen out—competition is getting worse," is a typical dealer comment. Other dealers pointed out that 10 years ago there was little demand for 11 gauge, and 42"—9 gauge chain link fence sold for about $1.50 per foot. Today, the same fence in 11 gauge brings $1 to $1.25 per foot, with some going for 85¢ when imported tubing is used.

IMPACT OF IMPORTS in the U.S. fencing world continues to get stronger. There is a definite and accelerated trend, by all segments of the industry, to buy and use more imported fence materials. Dealers and manufacturers both keep reporting that finally, although they really don't want to do it, the competitive pressure has forced them to buy in the cheaper foreign market. "Too many consumers of fencing are buying merely price," they say. Thus the pressure comes from competitors and consumers both.

LONG-RANGE EFFECT OF FENCE IMPORTS. Reported price differential, for the same quality material, continues at about 15 percent—as it has for the past year or more. This could result, in time, in the lowering of prices by U.S. fence manufacturers who use U.S. materials in the manufacturing process. From the dealers' standpoint: quality of imported materials is being criticized in many quarters. Premature rusting out of fences, for example, has been reported by some dealers.

GROSS NATIONAL PRODUCT (GNP) is running at an exceptionally strong rate as the year begins to draw to a close. At the end of last year and beginning of this year, GNP rate was from $500 to $505 billion. It reached $526 billion in the third quarter '61, and will reach the $540 billion rate by year's end, according to Secretary of Commerce Hodges. Even more optimistic is Walter Heller, chairman of President Kennedy's Council of Economic Advisers, who predicts a $570 billion rate in the second quarter of '62. But keep this qualification in mind: increased government spending swells the GNP figure.

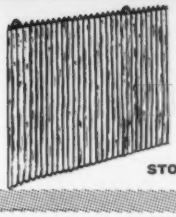
NEW HOUSING STARTS have slowed down again. In August, new starts turned down for the second consecutive month. Seasonally adjusted rate for August, 1.317 million; July, 1.338 million; June, 1.381 million. Optimism in some quarters predicts a three percent increase, '61 over '60. In the latter year, the new start rate was in excess of 1.2 million. The real increase is not likely to come until next year.

NEW PLANT-EQUIPMENT SPENDING. Second quarter annual rate, the recession low, was 33.5 billion, compared to a 34.8 billion rate for third quarter '61 (government estimate). Estimate for the fourth quarter is 35.9 billion, with big increases expected next year.

Authentic

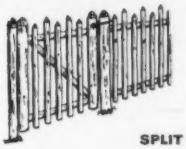
EARLY AMERICAN RUSTIC FENCING

From Northern Michigan's White Cedar Forest
America's Most Durable Fence Wood

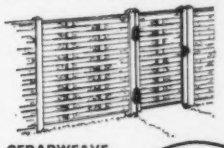


STOCKADE

ROUND RAIL



SPLIT PICKET



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EARLY AMERICAN TRADE MARK

BRANDED FOR QUALITY

You can influence customer decision with Early American Rustic Fence.

Superior Quality—skillfully crafted from select materials. Prompt Service—most orders shipped same day received.

Write today for brochure and price list.

EARLY AMERICAN FENCE CO.

SUPERIOR QUALITY • PROMPT SERVICE
Escanaba 1, Michigan

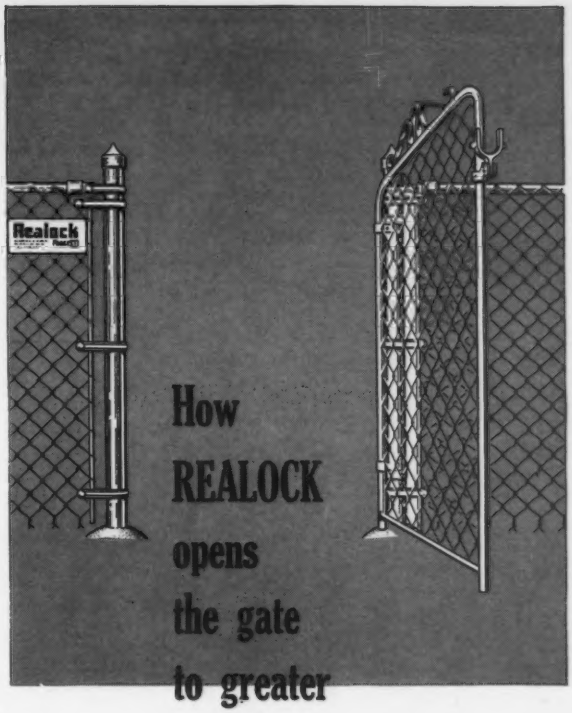
HAYNES EARTH DRILLS

WHY MORE ERECTORS ARE BUYING HAYNES AUGERS

★ QUICK CHANGE SNAP-ON AUGERS WITH BOLT-ON POINT and BLADES—DRILL ALL SOILS—SAND ROCK AND ROCKY GROUND
★ FLEXIBLE CABLE DRIVE FOR PORTABILITY
★ CENTRIFUGAL CLUTCH AND FINGER-TIP THROTTLE CONTROL
★ 2½—3 or 4½ HP CLINTON or BRIGGS STRATTON ENGINES
★ ENGINE ON WHEELS — LIGHT — EASY — ONE-MAN OPERATION
★ HIGH SPEED AUGER CUTS HOLES FASTER AND CLEANER WITH NO STICKING

SNAP-ON AUGER SIZES 4" 6" 8" 9"
WITH EXTENSIONS FOR GREATER DEPTHS

HAYNES SEE YOUR DEALER or WRITE MANUFACTURING CO., Livingston, Texas



How REALOCK opens the gate to greater profit

You know your own market best. CF&I Realock Fence is designed to help you serve it better . . . to increase your sales by providing a diversified line of steel chain link fencing to meet almost every need. Here are a few of the Realock "Extras":

STRENGTH AND WEATHER RESISTANCE – Made of top grade steel wire that is heavily galvanized after weaving (in several different coating thicknesses), Realock Fence has long-lasting resistance to punishment and corrosion.

WIDE RANGE OF TYPES—Your customers can choose from a variety of styles, in 2″ mesh (6, 9 and 11 wire gages) or 1¾″ mesh (11 gage). Realock fabric can also be ordered in other wire gages for special requirements. Realock Fence can be ordered as a complete unit, including gates, posts and fittings. These components are available in tubular or "H" constructions, all in accordance with state and federal specifications.

NEW 1″ MESH "SAFETY LINK" FENCE – Realock now offers a 1″ mesh fabric which is virtually climb-proof, making it very popular for families with small children.

PROMPT DELIVERY—Realock Fence is made in three locations and stocked in conveniently located warehouses from coast to coast.

POINT-OF-SALE MERCHANDISING—When you sell Realock you are selling a nationally known name backed-up by "Point-of-sale" material that helps you clinch sales.

To get the full story on Realock Fence for residential, industrial and institutional use, contact your nearest CF&I representative. He'll be glad to explain how Realock can meet the needs of your market . . . brighten your profit picture. 6462

CF&I STEEL MADE IN U.S.A.

The Colorado Fuel and Iron Corporation
Denver • Oakland • New York
Sales offices in Key Cities

LETTERS TO THE EDITOR

More Comments on Competition

Sirs:

Kudos on "Is Your Competition Unfair" section in the September issue. If you would care to add our comments, they are as follows:

Price advertising, such as appears in FENCE INDUSTRY, aids to a degree a situation that many of your readers have already commented on. Everyone feels, of course, that they should have the advantage of the lowest possible prices. There is some justification, however, to a price structure being related proportionately to purchasing power.

Purchasing power means quantity buying, thus allowing a manufacturer to deal in lower cost figures. Fittings ads, for example, where prices appear, make it relatively easy for anyone to buy at a figure not too far separated from a real quantity purchase. Manufacturers alone cannot establish a justifiable standard. I am sure that any of your readers who feel that they have any growth potential at all will agree with this.

Secondly, we agree completely with those readers who commented that manufacturing is one phase of fencing, and erection is another. Some companies are involved in both phases, and cannot change this policy. However, any thinking independent erector knows that he is helping to support his competition when he deals with them on a wholesale basis. Apparently many of your readers are thinking independent erectors.

E. A. Cady, Bryant Machine Co., Inc.
Fowler St. Ext. Westfield, Mass.

With regard to prices appearing in advertising, we would like to point out that a publication is an open market place. The publisher has no legal right to control the use of prices in any advertisement, other than to refuse ads which may be illegal or misleading.—ED.

Needs Industry-Wide Backing

Sirs:

Your recent feature article concerning fence restrictions was noted with particular interest by Norcraft.

We do not pretend to be a legal authority on this subject. However, it does seem that in the cases you cited, and perhaps others of a similar nature as yet unrevealed, might very well be sufficiently meaningful as to give serious pause to those village and city attorneys who are being directed to advise their governments in regard to existing or proposed ordinances restricting fences.

Decisions handed down by higher courts on these rather typical cases should, it seems, exert considerable influence with municipal governments, if it were pointed out to them that the possibilities were quite good that with the distribution of this information, the public might have some second thoughts about local fencing ordinances.

Second thoughts might also cross the mind of local officials as to the desirability of attempting to enforce such ordinances.

If these interpretations of Common Law are as clear and meaningful as they seem to be, perhaps a simple pamphlet citing these cases and decisions would prove to be surprisingly helpful, if put into the hands of the proper people.

There is a suspicion that at least some of the aforementioned city attorneys are aware of these decisions, and that their ordinances may not be enforceable, but that they are placed into effect regardless, on the theory that they will accomplish their purpose —simply because it is likely no individual will be sufficiently disturbed to summon the necessary fortitude to challenge them.

We believe that some display of opposition along these lines might be a reasonable and unprovocative way of making a start toward meeting this problem.

The question remains, however, who, or what, is to be the initiator, director, and expediter of such a project? It should have industry-wide organized backing to be effective.

Let us hope more thought and suggestions will be offered from others in the industry.

A. W. Millard MacGillis & Gibbs Co.
4278 N. Teutonia Milwaukee 9, Wis.

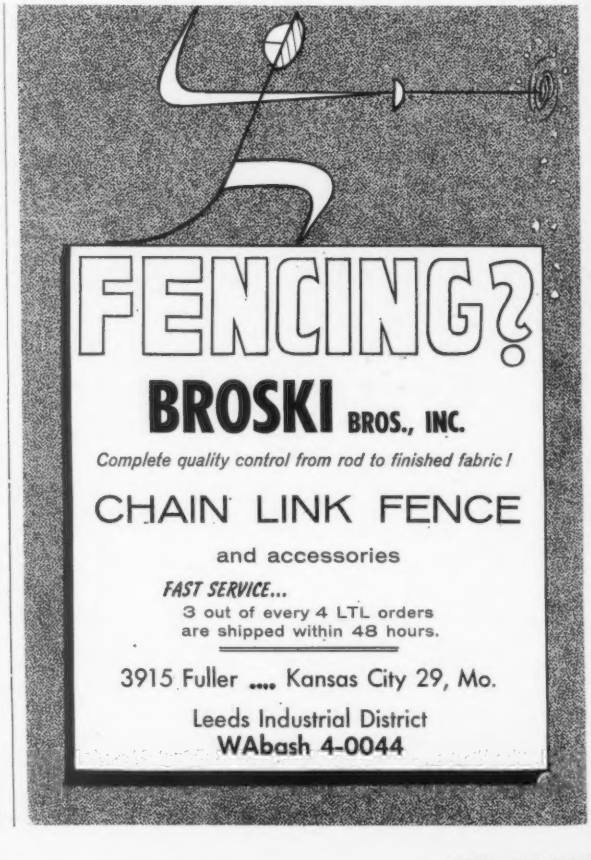
This issue (pages 19-23) contains another long article on fence restrictions, and specifically cites the ordinances of some 56 U.S. cities. We suggest that some of the questions raised in the letter may be answered in the article.—ED.

We manufacture a complete top quality line of Chain Link Fence Fittings and Gates. Large ready to ship inventory, fast service. Buy 200 lbs.—get Free Delivery.

Call collect WHitehall 9-4424.

SOUTHERN METAL PRODUCTS

P. O. BOX 3246, NEW ORLEANS, LA.


FENCING?
BROSKI BROS., INC.
Complete quality control from rod to finished fabric!
CHAIN LINK FENCE
and accessories
FAST SERVICE...
3 out of every 4 LTL orders are shipped within 48 hours.
3915 Fuller .... Kansas City 29, Mo.
Leeds Industrial District
WAbash 4-0044

Joseph Douglas, heads Ohio Fence & Guard Rail. He proudly points out firm's new office building to FI's reporter.

Ohio Fence plans to increase capacity Rapid growth necessitates new building

Ohio Fence & Guard Rail, Inc., 159 Matzinger Rd., Toledo, Ohio, was established in March 1959 by Joseph Douglas, who has been in the fence business since 1939. The growth of the firm, in less than three years, has been phenomenal.

Gross sales volume during the first year reached $263,00. This year the figure will reach $600,00. Work already under contract for the years 1962 and 1963 amounts to $300,000 for each year. "That's about as much highway contract work as we can handle during the next two years," says Douglas. "The rest of our gross will come from residential and commercial jobs."

Such rapid growth was possible mainly because Joseph Douglas was already well-known to contractors and business firms throughout the Toledo area—when he established his own firm. That is because he had been associated with the Douglas Fence & Wire Co., also of Toledo, from 1939-58, as vice president. In that capacity, he of course gained a rich insight into the fence sales potential of the Toledo area. Twenty years of experience paid off handsomely when Douglas applied his knowledge and abilities to the furtherance of his new firm.

Futhermore, he bought all new equipment. He built a new 4,000 square foot office and shop on a acre of ground in a high-rated industrial area of the city. On equipment alone he invested $32,000 in two years time. The purchases included a Fordson digger, with bucket on the front end; five new trucks; air compressor; generator; drills; power saws. Already the firm plans to expand its office, plant, and warehouse space to 10,000 square feet.

The company has its own erection crews—at peak season there are 20 employees. In addition to Douglas himself, one other man, Edward Helpman, is on the sales staff, plus one road-salesman on commission. Besides display advertising in the classified phone book, the firm promotes through the use of ads on 50 benches, located at Community Transit stops all over the city.

The supplier for all the firm's chain link fabric and fittings is the Cyclone Fence Department, American Steel & Wire Div., United States Steel Corp., Waukegan, Ill. Pipe is obtained from the National Tube Division, United States Steel Corp., Pittsburgh, Pa.

Among the industrial jobs installed by Ohio Fence: the large Canadian-owned Dundee Cement Co., Dundee, Mich. The Libby-Owens-Ford plant at Ottawa, Ill. Seven-foot high chain link at the Monroe (Mich.) Port Authority, and 10-foot high chain link at the Toledo Port Authority. Highway contract jobs. (fencing and guard rail) have kept the firm busy this summer in the following Ohio cities: Cincinnati, Finley, Steubenville, Cleveland, and Akron. Highway work done by the firm extends throughout the state, but most residential-industrial fence jobs are within a 90-mile radius of Toledo.

OBSERVATIONS

In this issue, Observations report on three Toledo (Ohio) dealers. One of them is also a distributor; one does a large volume of highway work; one's founding dates back to 1889.

◆ ◆ ◆

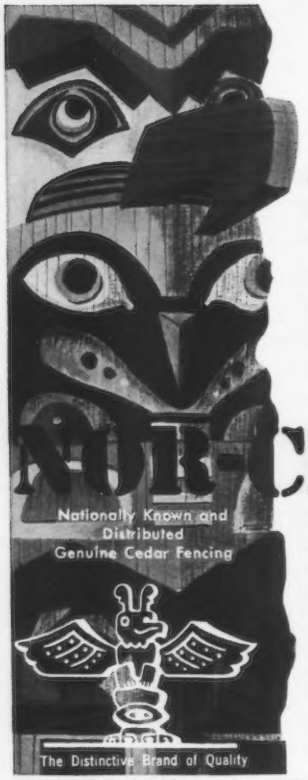
A section of a stockpile of wood posts in the Marleau-Hercules storage yard in Toledo. Firm also manufactures C/L and fittings.

Marleau outlines present fence trends Successfully manufactures for own use

The Marleau-Hercules Fence Co., 3600 Detroit Ave., Toledo, Ohio, is a manufacturer who uses practically all of its entire output for its own fence installations on the retail level. It has been weaving its own chain link fabric since 1923, when it imported a hand-weaving machine from Germany. It manufacturers all of its own fence fittings; and its own gates, including electric gate operators. But most of this manufactured output is for its own use as a dealer in the Toledo area. Employees number 50.

Established in 1889 by D. J. Marleau, the company began as a retail hardware outlet. As fencing came in-

MORE—Page 8



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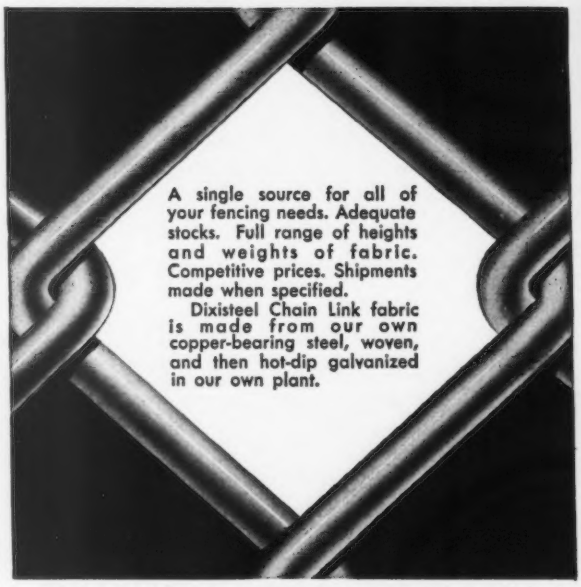

A single source for all of your fencing needs. Adequate stocks. Full range of heights and weights of fabric. Competitive prices. Shipments made when specified.
Dixisteel Chain Link fabric is made from our own copper-bearing steel, woven, and then hot-dip galvanized in our own plant.

ATLANTIC STEEL COMPANY

P.O. BOX 1714, ATLANTA 1, GEORGIA

OBSERVATIONS—from Page 7

to more demand, Marleau "moved with the times." It was the first Toledo dealer to handle woven wire fence. Today, as it has been for may years, the company is devoted exclusively to fencing. It has its own automatic chain link weaving machine. It makes or handles just about everything in fencing.

Its own sales staff and installation crews sell and install both chain link fencing and many types of wood fencing—throughout northwestern Ohio and southeastern Michigan.

B. E. Marleau, son of the founder and the present owner, who entered the firm in 1918, observes the following changes, among others, in the Toledo area fence business:

LEFT: gate-welding in the Marleau-Hercules shop. RIGHT: staff man preparing to use company-made doweling machine for pointing posts.

Farm fence, which was once in big demand, has dwindled to a bare trickle. Financing of fencing jobs is far easier now—and for that reason the customer often wants a higher-priced product. Forty years ago, only about five percent of the customers wanted the fence installed by the fence dealer. Today, in spite of the current do-it-yourself trend, that situation is reversed—95 percent and more *do* want the fence installed. The more thickly populated the metropolitan areas become, the greater the demand for fencing—simply because living so closely together creates new problems and demands which involve fencing.

Today many local fence firms are better known to the consuming public than fence firms who operate nationally. That is because the local firm with a long-established reputation can often render better service than the national company with merely a local branch or sales office.

Marleau-Hercules is located on six acres of ground at the same location where the firm originated almost 73 years ago. Its present office, warehouse, shops, and yard comprise about 50,000 square feet. Another warehouse, just three blocks up on Detroit Avenue, houses additional inventory and has a siding on the New York Central Railroad.

The firm's annual gross sales are set at $500,000 by B. E. Marleau, who points to several specialties made and sold by the company. Welding caps, both flanged and plain, are effectively used on metal post and rail work of all kinds. Its electric slide gate opener is designed for any type of overhead or canti-

MORE—Page 9

OBSERVATIONS—from Page 8

lever gate. Its "double life" fence posts, originated by the firm, consist of a steel pipe section inserted *inside* the lower part of the regular pipe post, thereby doubling its thickness at the ground line.

These specialties as well as chain link and accessories, and wood fences, are all illustrated and described in various brochures, booklets, and illustrated specification sheets made available to Marleau's customers.

Toledo Fence Diversifies Successfully

The business of Toledo Fence & Supply Co., 3060 Monroe St., Toledo, Ohio, is 75 percent at the wholesale level, 25 percent at retail. That is because Fred J. Arheit, the owner, made a decision to diversify, way back in 1937. Up to that time his firm had been exclusively in fencing, but today he handles a variety of products, all of them allied to the building and construction industry.

Arheit estimates that 25 percent of the firm's annual gross of $400,000 is in fence sales. The company maintains its own erecting crews—peak season 12 to 15 men, permanent staff six men. The office is managed and operated by Arheit himself, who is president of the corporation, and the firm's vice president, Richard M. Tracy.

Arheit set up the company as a proprietorship in 1926; it was incorporated in 1953. The company has been operating at its present loation since 1931. It owns the grounds and buildings, the latter of which include an office, and a 250 x 52 foot warehouse, half of which is a two-story structure, having a siding on the New York Central Railroad. Another yard and warehouse, 200 x 36 feet, located at 245 S. Westwood Ave., is set on about two acres of ground, all of which is under fence and used for storage.

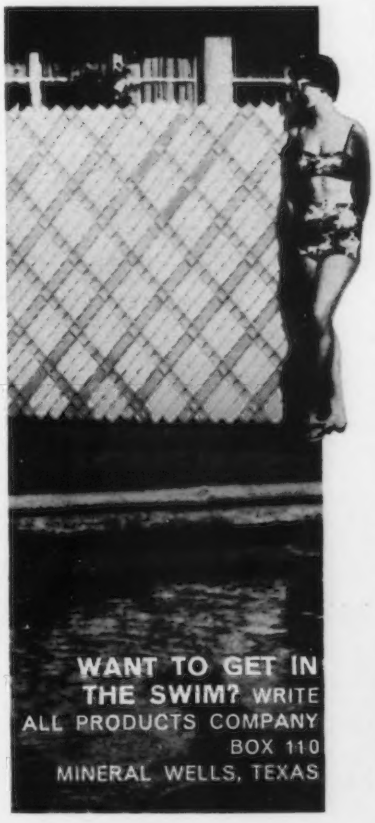
Promotion and advertising is accomplished through display ads in the classified phone book and in the newspapers—the budget is near the $5,000 per year mark. Every six or eight weeks the firm's wholesale accounts are sent revised and current price sheets, noting changes and additions. Regular wholesale accounts are offered free business stationery.

The firm maintains a $150,000 inventory at all times, and of this, the inventory on fencing materials runs into the tens of thousands. In fencing fittings alone, for example, the $10,000 inventory includes the products of the following firms:

Southern Metal Products, New Orleans, La. Jefferson Fence & Supplies Mfg., Inc., Wyandotte, Mich. Permanent Casting, Inc., Hot Springs, Ark. Wholesale Fence Supply, Hurst, Tex.

All chain link fabric, as well as ornamental lawn fence and poultry fence, is obtained from the Continental Steel Corp., Kokomo, Ind. Woven wire fence and poultry fence from Keystone Steel & Wire Co., Peoria, Ill. Ornamental lawn fence from Northwestern Steel & Wire Co., Sterling, Ill. Pipe is obtained from Sawhill Tubular Products, Sharon, Pa. Post hole diggers from Ground Hog, Inc., San Bernardino, Calif.

As a distributor, the company handles a variety of lines in the building field.



PANEL WEVE
fence gives Chain Link Dealers a 2-way boost in PROFITS ...new sales to old customers–more sales to new customers!
PANEL WEVE

Chain Link and Woven Wire Specifications

The requirements of state highway engineers are strict and specific on both materials and construction of guard rail and fencing. Herewith are verbatim specifications, released by the Minnesota State Highway Department, for both chain link and woven wire fence.—FI will publish requirements of all the states, where the information is available. Retain them for your records.

Fence Materials

BARBED WIRE

Barbed wire fence shall be zinc-coated wire. The strand wires shall be 12½ gauge. The barbs shall be of 14 gauge full-round wire.

The fabricated barbed wire shall consist of two strands of galvanized wire with four-point barbs wound around both wires at five-inch spacing. The wires and barbs shall be galvanized before fabrication.

WOVEN WIRE

Woven wire fencing, with zinc-coated wire, shall conform to Design No. 832-6-11 of No. 11 Farm Fence as shown in Table II of the Appendix, ASTM designation A 116-57.

CHAIN LINK FABRIC

Scope. This specification covers chain link fabric for use in constructing fences. The fabric shall be steel or aluminum, as specified in the plans or special provisions.

Steel Fabric. Steel chain link fabric shall conform to ASTM designation A392, with a zinc coating meeting the requirements for Class II, and may be galvanized before or after weaving.

Unless otherwise specified in the contract, the size shall be No. 9, coated wire gauge.

The galvanized wire shall not be damaged due to fabrication or handling. The link joints shall not be "frozen" as a result of galvanizing.

All galvanizing coating shall withstand, without failure, 12 dips of one minute each in accordance with the Preece Test (ASTM Designation A239) except that, if galvanizing is done by the electroplating process before weaving, this may be reduced to eight dips.

Top and bottom finish shall be as shown in the plans.

Aluminum Fabric. Aluminum chain link fabric shall conform to the pertinent requirements of ASTM Designation A392 with respect to size, mesh, weave, packing, and marking.

The chain link wire shall conform to the requirements of ASTM Designation B211 for Alloy Clad GM50A-H38.

Wire fabric ties shall conform to the requirements of ASTM Designation B211 for Alloy 990A-H18.

Top and bottom finish shall be as shown in the plans.

Inspection and Testing. Inspection and testing for compliance with these requirements shall be done at such time and place as the Engineer may elect.

GATES

Scope. This specification covers vehicular gates and pedestrian gates with pipe frames.

Materials. The frame pipe shall conform to the requirements of ASTM Designation A120 for galvanized steel "standard weight" pipe, except that it shall be unthreaded and need not be subjected to hydrostatic test.

Corner fittings, tops, stretcher bars, truss rods, and other required fittings, hardware, and appurtenances shall be of good commercial quality steel, or malleable iron, or wrought iron, and shall be galvanized in accordance with the requirements of ASTM Designation A153. All galvanizing shall be done after fabrication.

For use with woven wire fence, the fence fabric shall conform to the requirements for woven wire, above.

For use with chain link fence, the fence fabric shall conform to the requirements for chain link fabric, above, and shall be of the same material (steel or aluminum) as the fence.

Barbed wire fence shall conform to the requirements of barbed wire, above.

Dimensions. The dimensions of the gate and the weight and size of members shall be as shown in the plans.

The permissable variation in the weight, diameter, and thickness of the pipe shall be as provided in ASTM Designation A120.

All fittings, hardware, and other required appurtenances shall be fabricated to fasten and to fit securely in the proper manner in accordance with the approved design.

Hinges, and catch and locking devices, shall be of approved design.

Inspection and Testing. Fence wire (woven), ASTM A 116; fence wire (chain link fabric), ASTM A 392.

Fence Construction

INSTALLING POSTS

A-1. General. Posts shall be of the type specified in the plans for the kind of fence required by the contract. They shall be set plumb, on the lines staked by the Engineer, with their tops at the required distance above ground surface.

If solid rock is encountered above the required elevation of the bottom of a post, the post shall be set at least 12 inches into the rock, or with its bottom at the required elevation, whichever requires the lesser excavation into the rock. In such cases, the post shall be cut off at the bottom to provide the required height above the ground surface. Holes in rock shall provide a minimum clearance of one inch around the post, and shall be filled around the post with grout consisting of one part portland cement, one-tenth part hydrated lime (if desired), and two parts mortar sand, with sufficient water to give the proper consistency.

Concrete for setting posts and braces shall be the equivalent of any mix of grade B concrete (or better), and may be proportioned by volume. The concrete shall be thoroughly compacted around the posts and allowed to cure for not less than three days before the fence wire is installed.

A-2. Chain Link Fence. All posts for chain-link-type fence, including gate posts, shall be set in concrete.

A-3. Barbed Wire & Woven Wire Fence. When posts are driven, the driving shall be done in such a manner that the top of the post will not be damaged.

All wood posts may be driven or set in dug holes. Dug holes shall provide a clearance of not less than three inches around the posts. The hole around the post shall be back-

MORE—Page 15—(Plans on Pages 12-13-14)

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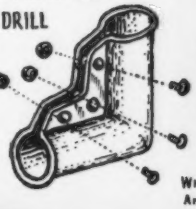
WITH
CARNAHAN FITTINGS!

BARB WIRE ARMS COMPLETE 1⅝" x 1⅜" .48
RAIL ENDS 1⅜" .06

HEAVY LOOP TOPS 1⅝" x 1⅜" .09

GATE CORNER
Under actual test labor saved has even exceeded 50%.

NO HOLES TO DRILL
NO RIVETS
FITS 1⅜" O.D. PIPE
• COMPLETE WITH BOLTS



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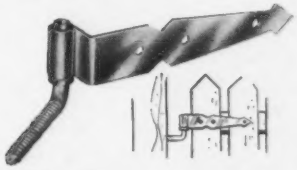
ARROWSMITH

ORNAMENTAL
HEAVY DUTY HINGES

HBH 7012 SERIES--12" long. Artfully formed from 3/16" strap steel 2½" wide. Three 5/16" holes for lag, carriage or machine bolt mounting. Bolt hooks are ⅝" in diameter, 8" long with four ⅝" nuts and washers. Available in antique black or cadmium finish, with or without carriage bolts. Bolts have 1¾" of thread.

NEW! LIGHT WEIGHT HINGE FOR LIGHT WEIGHT GATES

HSH 8006 C Ornamental Hinges and GL 5 Gate Latch may be used for either single or double acting gates, with a ¾" offset mounting. Dependable spring action latch is positive locking, yet easy to operate. For flush mounting use HSH 8007 C Hinge.



HSH 8006 C Offset Screw Hook and Strap—HSH 8007 C Flush Type Cadmium plated 12 gauge steel strap 1⅛" x 6" long. Screw hook is ⅜" x 4½", with gimlet point thread. Mounting screws furnished.

GL 5 Double-Acting Gate Latch of 11 gauge cadmium plated steel, ½" x 6⅞". Strong steel spring. Strike adjustable for gate sag. Packed with screws and instructions. **–Tel. SPring 6-2101–Or Write–**

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URBAN FREEWAY AND EXPRESSWAY SECTION

END OR CORNER POST ASSEMBLY

VEHICULAR GATE

PEDESTRIAN GATE

LINE POST

SPECIFICATIONS :

Chain Link Fence.....M.H.D. 3378
Gates.....M.H.D. 3379
Posts.....M.H.D. 3406
Installation.....M.H.D. 2557

CHAIN LINK AND WOVEN WIRE FENCE SPECIFICATIONS—State of Minnesota.
Begins Page 10.—Ends Page 15.

APPROVED Nov. 15 1957
CHIEF ENGINEER

STATE OF MINNESOTA
DEPARTMENT OF HIGHWAYS

URBAN FENCE FOR FREEWAYS & EXPRESSWAYS

Date of Revision
9322A, 12-15-58

STANDARD PLATE NO.
9322A

APPROVED..... 1958
CHIEF ENGINEER

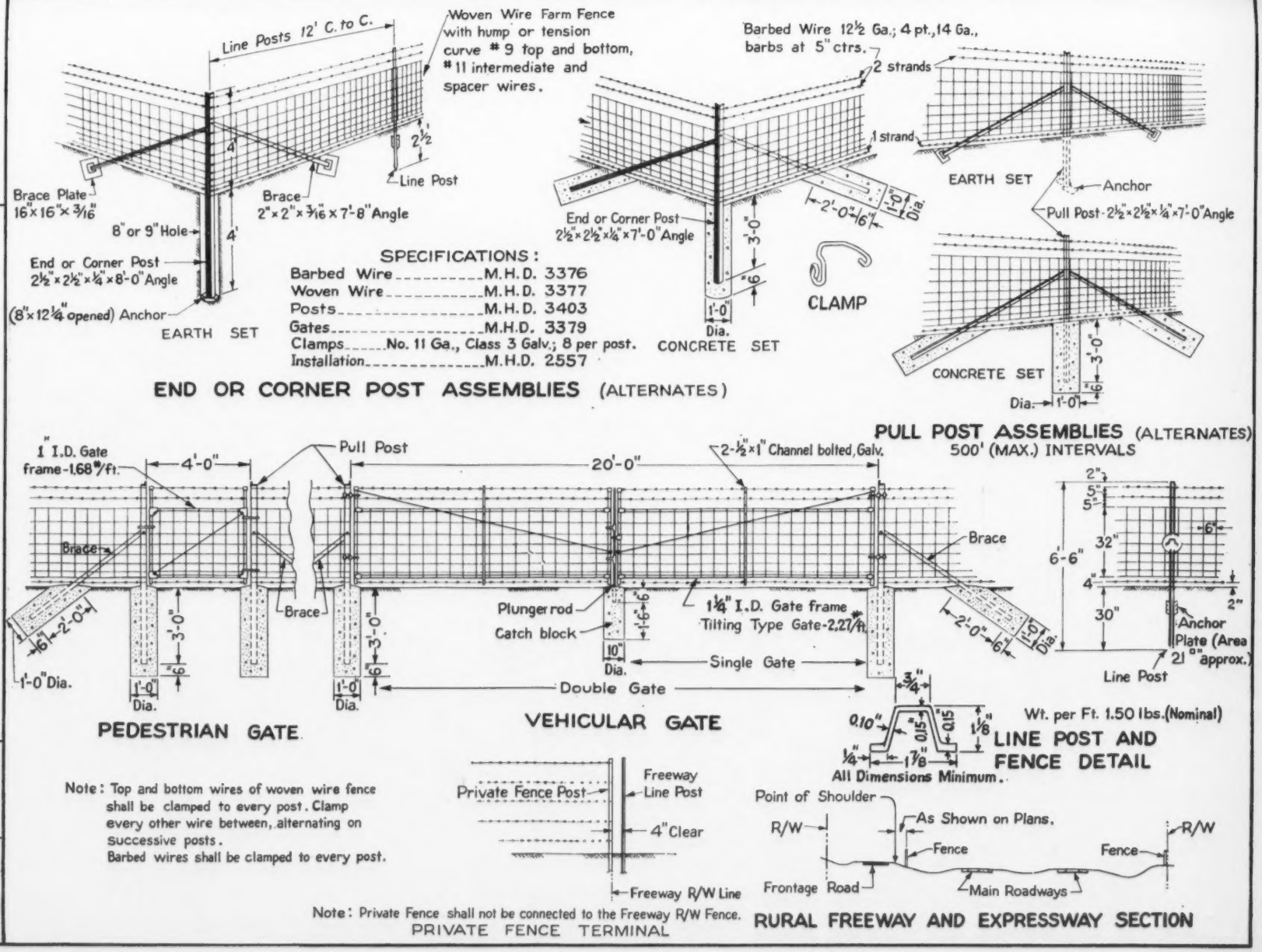
RURAL FENCE FOR FREEWAYS & EXPRESSWAYS

METAL POSTS

STATE OF MINNESOTA
DEPARTMENT OF HIGHWAYS

Date of Revision
9321A, 12-15-58

STANDARD PLATE NO.
9321A



END OR CORNER POST ASSEMBLIES (ALTERNATES)

PULL POST ASSEMBLIES (ALTERNATES)
500' (MAX.) INTERVALS

PEDESTRIAN GATE

VEHICULAR GATE

Wt. per Ft. 1.50 lbs. (Nominal)

LINE POST AND FENCE DETAIL

All Dimensions Minimum.

Note: Top and bottom wires of woven wire fence shall be clamped to every post. Clamp every other wire between, alternating on successive posts.
Barbed wires shall be clamped to every post.

Note: Private Fence shall not be connected to the Freeway R/W Fence.

PRIVATE FENCE TERMINAL

RURAL FREEWAY AND EXPRESSWAY SECTION

RURAL FREEWAY AND EXPRESSWAY SECTION

LINE POST AND FENCE DETAILS

Max. Spacing of Line posts 12'
Two strands Barbed Wire 12½ Ga.; 4 pt. barbs at 5" ctrs., 14 Ga.
Woven Wire Farm Fence with hump or tension curve #9 top & bottom, # 11 intermediate & spacer wires.
One strand Barbed Wire 12½ Ga.; 4 pt. barbs at 5" ctrs., 14 Ga.
2"
5"
5"
32"
6"
4"
30"
6"
3½" Dia. 6½' Long

Note : Posts to be set by driving or digging. If by digging the posts shall be set in the center of the hole and the soil tamped securely on all sides. Posts to be driven shall be pointed before treating.

PULL POST ASSEMBLY

500' (MAX.) INTERVALS

END OR CORNER POST ASSEMBLY

VEHICULAR GATE

PEDESTRIAN GATE

Note: Top and bottom wires of woven wire fence shall be stapled at each post. Staple every other wire between, alternating on successive posts.
Barbed wires shall be stapled to every post.
All post diameters mean diameter at small end.

Note: Private Fence shall not be connected to the Freeway R/W Fence

PRIVATE FENCE TERMINAL

SPECIFICATIONS :

Barbed Wire	M.H.D. 3376
Woven Wire	M.H.D. 3377
Posts (Treated)	M.H.D. 3413
Gates	M.H.D. 3379
Staples	8 per post
Installation	M.H.D. 2557

Minnesota Specifications—Begin on Page 10.

APPROVED 8/14 1958

CHIEF ENGINEER

STATE OF MINNESOTA
DEPARTMENT OF HIGHWAYS

RURAL FENCE FOR FREEWAYS & EXPRESSWAYS

TREATED WOOD POSTS

Date of Revision
9320A, 12-15-58

STANDARD PLATE NO.
9320A

SPECIFICATIONS—from Page 14

filled, using the excavated material, and the backfill thoroughly compacted.

Rolled steel line posts shall be driven.

Rolled steel end posts, corner posts, and pull posts (together with the required braces) may be provided with anchor plates and brace plates, and set in dug holes, or the anchor and brace plates may be omitted, and the posts and braces set in concrete. All excavations around the posts and braces shall be backfilled, using the excavated material, and the backfill thoroughly compacted.

Rolled steel gate posts shall be set in concrete.

INSTALLING WIRE FENCE

All fence wire shall be pulled tight, in accordance with standard practice, and the recommendations of the manufacturer.

B-1. Chain Link Fabric. At all ends of chain link fabric, a stretcher bar shall be threaded through the loops of the fabric and fastened to the posts by means of clamps.

Splices in the fabric shall be made by weaving in a pre-bent wire of the same kind as the fabric.

B-2. Barbed Wire & Woven Wire. Barbed wire and woven wire shall be fastened to end, corner, gate, and pull posts before being fastened to intermediate line posts. Wires shall be fastened to rolled steel posts by means of wire clamps; to pine posts by means of 1½ inch (min.) fence staples; and to cedar posts by means of two inch (min.) fence staples. At end posts and gate posts, the wire shall be wrapped around the post and fastened tightly. Elsewhere, clamps or staples shall not be pulled or driven tight.

Splices in barbed wire and woven wire shall be of the wrap or telephone type, with each end wrapped around the other wire for not less than six complete turns. In splicing woven wire, the two pieces shall be lapped one full section between vertical wires.

INSTALLING GATES

Gates shall be installed in accordance with the details shown in the plans.

ELECTRICAL GROUNDS

Each separate section of fence shall be electrically grounded by driving a Copperweld (or approved equal) rod (with a minimum diameter of ⅝ inch and a minimum length of eight feet) to such a depth that its top is approximately six inches below the ground surface, and brazing a solid No. 6 copper wire to the rod and to the fence in such a manner that each longitudinal wire is grounded. Where an electric power line crosses the fence, the ground shall be made approximately under the power line. Elsewhere the ground shall be made near the middle of the section of fence being grounded.

METHOD OF MEASUREMENT

Wire Fence of each type and height will be measured by length, exclusive of the lengths of gates. The height of barbed wire fence will be indicated by the number of wires. The heights of woven wire and chain link fence will be indicated by the height of the woven wire or chain link fabric, regardless of the number of strands of barbed wire required.

Gates. Pedestrian gates will be measured separately as individual units complete in place.

BASIS OF PAYMENT

Payment for each kind of fence at the contract price per linear foot shall be construed to be compensation in full for all costs of the installation and materials, including all corner, end, and pull posts, all required bracing, and the barbed wires at the tops and bottoms of woven wire fences, but not including gates.

Payment for gates of each kind at the contract price per gate shall be construed to be compensation in full for all costs of the installation and materials for the entire gate assembly.

Payment for fencing will be made on the basis of the following schedule:

Barbed wire fence, wood posts, by the linear foot.

Barbed wire fence, steel posts, by the linear foot.

Woven wire fence, wood posts, by the linear foot.

Woven wire fence, steel posts, by the linear foot.

Chain link fence, aluminum fabric, by the linear foot.

Chain link fence, steel fabric, by the linear foot.

Pedestrian gates and vehicular gates, by the gate.

EDITOR'S NOTE: We suggest that our readers save these Specifications for future reference, along with those already published, from six states in all. Eventually, we hope to publish those from all the states.

Builds Barbed Wire Fence Using "Dead Men" Braces

When visitors stop by the Don Lee cattle farm in Bayboro, Pamlico County, N. C., they are usually interested in his cattle or pasture. But chances are something else will quickly catch their eye—Lee's fences.

Line wires are tight. There are no visible braces at end posts. And the fences were not put up recently either; some of them are 10 years old. The barb wire may be rusty, but it's still tight.

A recent visitor at the Lee farm was H. M. Ellis, in charge of extension agricultural engineering at North Carolina State College. "Mr. Lee," said Ellis, "combines some of the better principles of good fence construction with money-saving short-cuts."

Lee uses nothing but pressure-treated creosoted posts. His end and corner posts, which are about eight inches at the small end, are placed about four feet in the ground. His line posts, which are about four inches, are spaced 12 feet apart and two to two-and-one-half feet in the ground.

A unique feature of Lee's fencing is his braces for corner and end posts—what he calls "dead men." They are simply underground braces, made from four-inch, pressure-creosoted line posts which are four to six feet long. The "dead man" is put in place after a corner or end post has been erected. It is placed squarely between the post to be braced and the direction of the pull.

First, a trench is cut along side the post, deep enough so that the "dead man" can be buried four to six inches deep. The trench is cut smoothly so the "dead man" will fit snugly—in fact, Lee makes the trench small enough so that it has to be mauled in place. It is notched to prevent it from slipping past the post to be braced. Once in place, it is fastened to the post by a spike, which prevents post from twisting.

Ellis says the "dead man" does an excellent job in preventing the post from leaning as wire is stretched. It is also much cheaper and easier to install than a conventional brace. It can be used for corners of any angles.

Lee has some other ideas for building good fences. He always stretches the top line barb wire first. If the top wire is not stretched first, he says it will certainly slacken other wires when it is stretched. Lee firmly believes that a cheap fence that requires maintenance is the most expensive fence to own. By building them better they last longer, he says.

Minnesota Specifications—Begin on Page 10.

ABOVE: Closeup showing how rail sections overlap away from flow of traffic. Here one side is being set in place. On completion, opposite equivalent members will be installed on near side.

LEFT: Part of crew used by Whitmyer Bros., Folsom, N. J., when they installed 87 miles of median strip guard rail on the New Jersey Turnpike. The galvanized guard rail sections are positioned to overlap away from flow of traffic, are then fastened in place with steel nuts and bolts.

87 Miles of Guard Rail Installed on N. J. Turnpike

Steel guard rail, posts, and hardware—all are hot dip galvanized for protection against rust or corrosion in this median-strip installation by Whitmyer Bros.

Turnpike authorities in New Jersey, Pennsylvania, and Connecticut are turning toward the use of center line guard rail, made entirely of galvanized steel, to help prevent head-on collisions. The Pennsylvania Turnpike Commission, for example, has almost completed installation of median galvanized guard rail on the entire length of its principal toll road. The New Jersey Turnpike Authority has just completed similar installation on an 87-mile-long section of its Turnpike.

According to the Turnpike's officials, galvanized steel was selected because of the product's safety, controlled flexibility, negligible maintenance requirements, economy, and permanence of installation. Further, hot dip galvanized steel combines the strength of steel with the corrosion resistance of a thick coating of zinc. Such guard rails are resilient on impact—they "give," then spring back a bit, without fracturing, and the original impact is lessened.

A design possessing all of the features required by the majority of State Highway Departments consists of galvanized steel beam guard rail and fastening elements supported by galvanized steel posts which have been driven into a prescribed foundation.

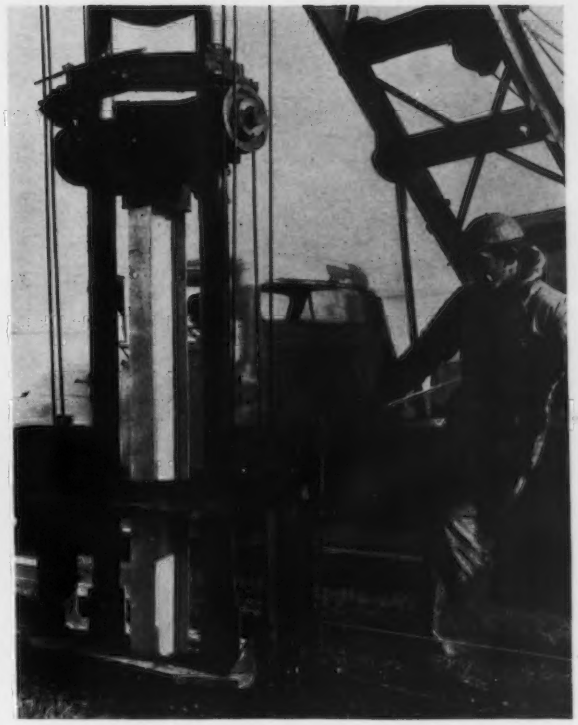
The center lane guard rail just installed on the New Jersey Trunpike exemplifies the high quality galvanized product being adopted increasingly by other states. Two feet high, the 87 miles of galvanized steel barriers use 10 gauge steel plates, 13½ feet long, one foot wide, corrugated for optimum impact-resistance to a minimum standard depth of three inches.

The steel stock weighs 9½ pounds per foot. Mounting posts are five-foot nine inch galvanized steel wide-flange beams, with spacers at the top made of nine-

Pickling Process. Sixty sections of guard rail are pickled at one time, to remove impurities, rust, etc., prior to hot dip galvanizing. Each section is separated from adjoining pieces by two strips of wire, permitting acid bath to reach the entire surface.

Galvanizing Process. A 13½ foot section of pickled black steel, which will serve as guard rail, is dipped in molten zinc to acquire coating of 2½ ounces of zinc per square foot of steel surface. Galvanizing by New Jersey Galvanizing & Tinning Works, Inc.

At 12½ foot intervals, wide-flange beams are driven 47 inches into a specially prepared foundation, leaving posts 22 inches above ground. This will be followed by securing of side sections (see photo below, at left) and placement of twin rails (photo page 16.)



Close-up of post-driving machine. To contribute to their anchoring strength, these 5'-9" galvanized steel wide-flange beams are driven 47" deep into a foundation consisting of a 3" top layer of tarred, rolled stone. Installation is by Whitmyer Bros., Inc.

inch long sections of the post stock bolted to each flange. When the posts have been driven into a foundation strip to a depth of about 47 inches, leaving 22 inches above ground, the space sections are bolted in place. The rail sections are then bolted to the spacers on both sides of the post. Spacing is 12½ feet to accommodate the rail length effectively.

The foundation strip is a 36-inch wide channel, three inches deep, filled with small stone which is tarred and rolled prior to driving in the posts. All mounting hardware is also of galvanized steel. Rail elements overlap one foot in the direction of traffic, thus eliminating the possibility of an out-of-control car catching the edge of a strip and pulling it away.

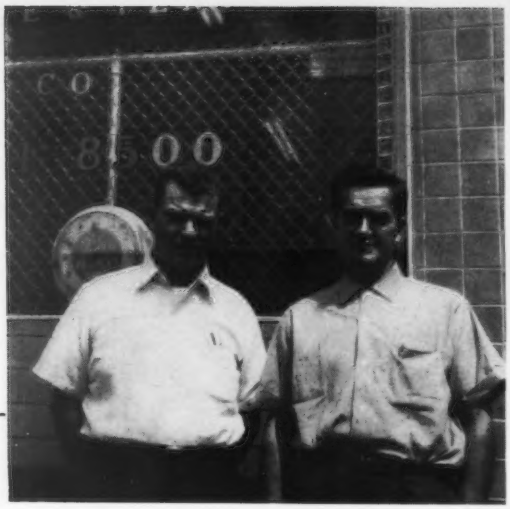
The New Jersey Turnpike Authority assigned the installation of the guard rail to Whitmyer Bros., Inc., Folsom, N. J. The contract for hot dip galvanizing the steel rail components was assigned to the New Jersey Galvanizing & Tinning Works, Inc., Newark, N. J. In a controlled production process, that firm applied an amount of zinc substantially in excess of the specified 2½ ounces per square foot of steel surface.

After posts are driven into the median strip, part of the installation crew bolts 9-inch long sections to the top of the posts. This mounting hardware will accommodate the guard rail sections, which are shown being installed in top photo on opposite page.

This truck, loaded with guard rail beams, are part of the continuous installation procedure. After posts are driven and side-mounting hardware attached, rail sections are thrown off truck at proper intervals for use by various installation crews.

Pittsburgh Dealer Profits by Civic and Sales Promotionals

The co-partners of Bethlehem Wire & Fence Company offer some terse but pertinent recommendations for other dealers to follow. "The farther away from the office, the more sales you make," is one suggestion



Gerhard Reeves (left) and Andrew Lang, co-partners of Bethlehem Wire & Fence Co. Their business is 95 percent chain link fencing.

Established in June, 1957, the Bethlehem Wire & Fence Co., 616 E. North Ave., Pittsburgh 12, Pa., reports a healthy increase in gross sales each year, including this year. The two partners in the firm, Andrew Lang and Gerhard Reeves, point out that although they are in no way connected with the Bethlehem Steel Co., they nevertheless do use "Bethanized" wire in many of their installations.

Four factors have been instrumental in contributing to the success of the company.

(1) Concentration on chain link fencing for the industrial and institutional markets. Say the partners: "We lean toward chain link, since it provides us with more than 95 percent of our business. We like the gilt-edge market—the projects are usually big enough to make the jobs worthwhile, and you have no worries about credit rating."

(2) Both Reeves and Lang feel that personal contact makes for more sales. Both men strive to maintain membership in a variety of service clubs, church organizations, and civic groups. Lang says he comes across good leads "from just casual conversation—the contractor's swimming pool association I belong to, for example, has been a gold mine for fence leads."

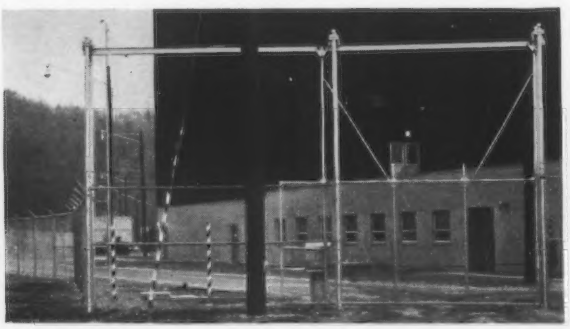
(3) Thorough reading of the daily newspaper. "Many excellent leads can be picked up," says Lang. "Legal notices tell you of new companies forming; business news details expansion programs; real estate pages give you residential leads. Even the front page can sometimes suggest leads." He was referring in particular to a series of articles on strip mine operations which often leave large, unguarded gulleys that have led to fatal accidents.

Evidence that the partners do follow up leads creatively may be found in these varied types of installations: chain link enclosure for an atomic energy plant at Shippingsport, Pa.; transformer and tv tower enclosures; baseball backstops; tennis courts; hospital corridor partitions; porch and tool room enclosures.

(4) Legwork plus promotion. "It seems," says Lang, "the further you get away from the office, the more out-in-the-sticks you get, the more sales you make." The company advertises in the garden pages of the newspaper, and the classified phone directory. It issues an eight-page catalog illustrating some of the important installations it has made. A recent coupon ad in the newspaper's classified pages, aimed at residential business and offering a $25 discount, pulled well.

Both partners feel the future of fencing in the Pittsburgh area is good. Lang notes that in Pittsburgh, where there are numerous gulleys and drop-offs, there is less interest in fencing than in other places where there is nothing but flat, safe land—the Tacoma Park and Silver Springs area in Washington, D. C., for example.

"Nevertheless," say the partners, "the Pittsburgh area has been good to us, and we're not complaining."



Slide gate and chain link fencing which encloses atomic energy plant at Shippingsport, Pa., installed by Bethlehem Wire & Fence.

While most of Bethlehem's chain link installations are industrial and commercial, this residential job is also typical of its kind.

Fence Restrictions Create Confusion, $ Loss

Here is a comparison between (1) the actual laws now in effect in some of the cities in three different states; and (2) the expressed and implied law, also in effect, as the result of no less than seven high court rulings in the several states. It is up to the industry itself to question the legality of some existing ordinances.

The restrictions on the building and erecting of fences are numerous and widespread. In many areas, they are so prohibitive as to actually cause losses of gross sales running into the hundreds of thousands of dollars.

A considerable number of restrictive fence ordinances appear to be at variance with or in direct opposition to high court rulings.

However, 75 percent of the fence firms in the industry as a whole regard the number of fence restrictions as being only "moderate" or non-existent.

This is in contrast to the fact that only seven out of 56 cities queried by FENCE INDUSTRY TRADE NEWS stated they had no restrictive ordinances or regulations on fencing.

These are conclusions drawn from a recent FI survey on the subject of fence restrictions, directed to both fence dealers and municipalities.

Tentatively, it may also be concluded that the industry as a whole does not fully realize the widespread prevalence of restrictions—and does not recognize the relationship between possible increased fence sales and the high court rulings on some of the fence-restricting ordinances.

What Can the Industry Do?

It is certainly true in some areas, and probably true in all sections of the U. S., that sales of fencing are being lost *unnecessarily* through disinterest in the legal right to fence property.

The industry itself, individually or in groups, must decide whether or not it wants to assert these rights —whether or not it considers them important enough to fight for.

The fence-restricting ordinances to be cited in this article are overwhelming evidence that many restrictions are, to say the least, legally questionable. But someone must question them to get action.

The high courts of several states have already made rulings which have already set important legal precedents. As *expressed law,* these rulings take precedence over local law in the state in which the ruling was made. As *implied law,* they take precedence over local law in all the other states, unless and until there is a court ruling, in any given state, on the specific point in question.

These rulings form the bulwark for fencing's "bill of rights." They may be used to challenge, to qualify, and to refine existing local law. They offer a fairly concise measuring stick for determining the "reasonableness" of fence restrictions—but only if they are put to the fullest legal tests.

. . . Fencing's Bill of Rights. Are the high court rulings a measuring stick? . . .

It appears, however, that a great many fence dealers consider fence-restricting ordinances to be of only negligible significance.

How Dealers Answered the Survey

In FI's survey, slightly over half the dealers made no response whatsoever to the question: *Do you consider the fence restrictions in your area unfair?* This would seem to indicate an indifference toward the whole subject of fence restrictions.

The dealers who *did* reply to the above question are almost evenly divided: 49 percent say "Yes, restrictions are unfair." The other 51 percent say "No, they are not unfair."

The dealers who answered Yes are located in the following 15 states: California; Florida; Maryland; Michigan; Missouri; Nevada; New Hampshire; New Jersey; New York; Ohio; Oklahoma; Pennsylvania; Texas; Virginia; Wisconsin.

Another question was asked on the survey: *What losses of gross sales do you attribute to fence restrictions?* Many did not respond to this question. Of the dealers who *did,* some estimated their losses to be equal to 30 percent of their gross; some for as little

MORE—Page 20

FENCE RESTRICTIONS—from Page 19

as three percent. But averaged out, these dealers report losses due to fence restrictions to be 14 percent of their gross. Projected to include the entire industry, such losses would run into millions of dollars.

This projection, understand, indicates a trend, not a fact. Nevertheless, even if the losses attributable to unreasonable and unnecessary fence restrictions were but a *fraction of one percent*, still the total loss for the industry might well be calculated in the hundreds of thousands of dollars annually.

It is pertinent, then, to determine whether or not some of the fence restrictions might be legally nullified. This would make it possible, perhaps, to sell more fencing in certain areas of the country. But even if a high court strikes down a restricting ordinance, further legal action may be necessary to clear the way for fence installations. Here is an example.

Constant Legal Vigilance Is Necessary

In Bellaire, Texas, a zoning ordinance reads: "No fence, wall, or anything similar shall be permitted in the front yard." This zoning ordinance is still in effect, right now.

Yet, this very ordinance was ruled unconstitutional by the Court of Civil Appeals of Texas, which stated:

"From the beginning of recorded history, the right to build a fence around one's premises has been a fundamental right incident to the ownership of property."

As things stand today, right now, any individual or any fence dealer who wanted to install a front yard fence in Bellaire, Texas, would have to ask the court for a permanent injunction, restraining the city government from enforcing the law. This is because the lawmakers of Bellaire have not bothered to repeal the law, and they probably won't repeal it until someone is aggressive enough to obtain the permanent injunction.

. . . yet this very ordinance was ruled unconstitutional . . .

The point is, even with a high court invalidation of the fence-restricting ordinance, legal action probably would have to be taken to build a fence.

It is interesting to note that a fence dealer in Dallas, Texas, reports that "in all areas" of Dallas no front yard fencing is allowed, and "in some areas" no side-yard fencing on corner lots. This dealer says he does *not* consider these restrictions unfair, and that he loses no fence sales because of them.

Yet, the *expressed law* in Texas, based on the above high court ruling, *does allow front-yard fencing*. Therefore, it may be said that failure to take the proper legal action probably *has* resulted in lost sales of front-yard fencing—throughout the entire state of Texas.

Now let us consider, one by one, some of the *types* of restrictions placed on the building and erecting of fences, as exemplified by ordinances found in some of the cities in the states of Ohio, Texas, and Wisconsin.

Complete Restriction of All Fencing

Is it possible? It is! Obviously, such a restriction makes fence sales *im*possible. Someone in such a prohibited area would surely want a fence sometime—therefore lost sales.

In Tyler, Texas, a 1903 ordinance reads: "It shall not be lawful for any person in this city to enclose any lot facing upon any street or alley in this city."

Since the ordinance reads "any lot," without further qualification, and since all city lots face a street or alley, and since fencing is an enclosure, erecting a fence is unlawful in Tyler, Texas.

Much more common today, however, are the subdivision "dedications" or deeds which prohibit fencing of any kind. Such subdivision restrictions are in effect in some parts of Killeen and Laredo, Texas; and Avon Lake and Hilliard, Ohio.

Arrow Fence Co., a dealer in Madison Heights, Mich., reports that "many new subdivisions restrict fencing completely," and estimates that his sales losses are equal to 10 percent of his gross volume because of the restrictions.

Two St. Louis, Mo., dealers report that some subdivisions do not allow fencing. One of these dealers estimates his loss because of restrictions to be equal to three percent of his gross. The other dealer thinks such restrictions are fair, provided the homeowner is previously notified that he will be unable to fence.

. . . sales losses are incurred because of restrictions . . .

From Detroit, Mich., and Binghamton, N. Y., two more dealers advise there is complete fencing prohibition in some subdivisions.

In nine U. S. cities, therefore, fencing in certain subdivisions is completely prohibited. Since such restrictions are not uncommon, it is probable that several hundred U. S. cities harbor subdivision deed restrictions.

Comment. Both implied and expressed law, plainly stated in high court rulings about the constitutional right to fence property, would seem to make the "no-fencing-at-all" regulation invalid. Even where private deed restrictions prohibit fencing, such an "unreasonable" demand could probably be challenged with success in the courts.

Prohibition of all fencing is not unlike prohibition of all front-yard fencing. For a more complete discussion of this point, see the *Comment* following the next section on front-yard fencing.

Restrictions on Front-Yard Fences

They are numerous: 24 of the 56 cities polled in the survey have restrictions; dealers from Oklahoma and Nevada likewise report such restrictions.

Front-yard fencing is completely prohibited, specifically or by implication, in the following cities: Beachwood, Brook Park, Maple Heights, and University Heights, Ohio; Bellaire, Dallas, El Paso, Texas.

It is completely prohibited in some subdivisions in Oklahoma City and Bartlesville, Okla., and Sparks, Nev.

Richardson Fence Co., Bartlesville, Okla., estimates

MORE—Page 21

FENCE RESTRICTIONS—from Page 20

that losses equal to 30 perecnt of its gross result from the restriction—"many property owners will not fence the back yard only."

M & M Fence Co., El Paso, Tex., says that many homeowners want to "protect their property, their pets, and their children in front yards as well as back." This dealer estimates his loss in fence sales to be equal to 25 percent of his gross.

Many cities have height limitations on front-yard fences. These are treated separately, below.

Comment. The complete prohibition of front-yard fencing is in approximately the same category as prohibition of all fencing. It has been challenged in high courts three times, and three times the high court has ruled against such prohibitions.

Here are the arguments which the high courts specifically mention as being *insufficient* to justify the prohibition of front-yard fencing.

Courts Reply To Fence-Restricting Arguments

1. Fencing prohibitions allow a city to regulate the appearance of a neighborhood. . . A Tennessee court specifically declared this to be an attempt to exercise the police power of the state "for purely aesthetic considerations."

2. A front-yard fence interferes with the functioning of a city in the care of its streets. . . The Tennessee Supreme Court ruled that such functions will *not* be interfered with by the fence.

3. A front-yard fence creates a fire hazard, makes fire-fighting more difficult. . . No, said a Texas court. The argument that elimination of front-yard fences makes fire-fighting easier *has no bearing* upon the real issue —and does not justify taking away a constitutional right of property. . . The Tennessee high court ruled that the absence of a front-yard fence does not increase or diminish any fire hazard.

4. A front-yard fence creates a traffic hazard. . . . The Tennessee high court declared: "The absence of such [front-yard] fence neither adds to nor lessens any traffic hazard." . . . The Ohio Supreme Court insisted that a fence-restricting ordinance must have "real or substantial relation" to the public safety.

5. Front-yard fences must be restricted and regulated for "the public welfare," and the public health, safety, and morals of the community . . . Two high courts vigorously challenge this argument. . . . The Tennessee court said that the presence or absence of a front-yard fence will not "detract from, or add anything to, the safety, morals, health, or well-being of the people as a unit in any respect." . . . The Texas court said: "To forbid the building of front-yard fences can in no way benefit the general welfare."

. . . absence of a front yard fence does not increase or diminish any fire hazard . . .

6. Fences can annoy or damage the owner of adjacent property. . . The Ohio Court of Appeals ruled the law, based on the above argument, unconstitutional. The court insisted, in effect, that standards by which such offenses might be determined need to be written into the law—the language cannot be vague, it must be spelled out.

Restrictions on Heights of Front-Yard Fences

It follows, too, that even restrictions on the height of front-yard fences ought to have a "real or substantial relation" to the public safety. Here are the height limitations required by law in the following cities.

Abilene, Lubbock, Midland, and Odessa, Texas—a 2½ foot limitation.

Cleveland Heights, Columbus, Hilliard, and Whitehall, Ohio—a 3½ foot limitation.

Shaker Heights and Indian Hill, Ohio; and Nederland, Texas—a 3 foot limitation.

San Angelo and Sherman, Texas—a 4 foot limitation. Bedford, Ohio, for fence along side line in front of building line—5 foot limitation.

In Glendale, Bayside, and Wauwatosa, Wis., a permit or official permission is required to erect any fence in front of the house.

Additional front-yard prohibitions involving proximity to intersecting street lines, obstruction of visibility, and privacy fences will be discussed in a later section of this article.

Back and Side Yard Fencing

Of the 56 cities polled in the survey, 25 have restrictions on back and side yard fencing. A large majority of these cities put the height limitations at from four to six feet. This is the case, with exceptions noted, in the following cities.

In Texas: Dallas, El Paso, Lubbock (7 feet), Midland, San Angelo (7 feet), Sherman. In Ohio: Beachwood, Bedford, Brook Park, Cincinnati, Cleveland, Columbus (3½ feet), Dayton, Hamilton, Hilliard (3½ feet side yard, no limit rear), Maple Heights, Shaker Heights, University Heights (no restrictions rear), Whitehall (3 feet if corner lot).

In Wisconsin: Bayside (need village approval for any fence between 3 and 6 feet); Glendale (if over 3½ feet needs city approval); Milwaukee; Shorewood (3½ feet); Wauwatosa (requires permit).

Comment. Fence heights from approximately four feet to six feet appear to win the approval of the high courts. But too much insistence on limiting heights to three-and-one-half feet or lower could be countered by citing a significant ruling of the Ohio Supreme Court.

"We are wholly unable to discern," that court said, "how a fence, if but little higher than three-and-one-half feet, would affect the health of the public. . . The ordinance here under consideration has no real or substantial relation to the needs of the public health, morals, welfare, or public safety, and is unreasonable and arbitrary in character."

The clue here is that there must be a "substantial" relationship of the fence restrictions to the public welfare and safety. In view of the fact that some ordinances limit fencing to less than four feet, the question, What is substantial? is definitely in order.

Much Clarification Still Needed

However, even limiting heights to the four to six foot level might conceivably be challenged on the basis of what the Supreme Court of Tennessee ruled. It pointed out that an ordinance limiting fencing to a three-foot limit deprives an "owner of one of the normal uses of his property, and without being paid for such deprivation."

The Texas Court of Civil Appeals also speaks of "taking away a constitutional right of property and its normal uses."

MORE—Page 22

FENCE RESTRICTIONS—from Page 21

The Ohio Supreme Court declared: "It [the restriction on the height of fencing] unduly invades the right which the property owner has in his property."

There can be no question that the owner of property has a constitutional right to fence it. A municipal government's invasion of this right must be reasonable. It does not have *unlimited* power to prohibit, restrain, and regulate the building of fences. "To fence is a right of property and cannot be unreasonably interfered with," said the Wisconsin Supreme Court.

. . . numerous high court decisions exist concerning the individual's right to fence . . .

Whereas a considerable high court literature exists with regard to an individual's right to build a fence, very little exists on the subject of what, precisely, is a "reasonable" interference with constitutional rights.

Only one high court ruling has passed on the question: What is reasonable? The Supreme Court of North Carolina held it was reasonable to assume that in case of a fire, fences seven to 17 feet high would hamper fire-fighting.

But that still leaves a great deal of legal clarification yet to be accomplished. The question of *what is reasonable interference*, if based on the sum total of high court rulings, is heavily weighted in favor of the individual's constitutional rights.

Fence Specifications Stipulated

Ordinances in some cities specify exactly what fencing is permitted, and by inference, what is not. Of the 56 cities polled in the survey, 13 have some kind of specifications and/or fire-zone prohibitions involving specifications. Here are some samplings:

Lakewood, Ohio. Fences must be designed to resist horizontal wind pressure of 30 pounds to the square foot. If fences are over five feet high, they must be constructed so as to allow 50 percent air-and-light passage. (This outlaws stockade and most types of privacy fences.) If over five feet, and in the fire zone, they must be constructed of brick, metal, or other non-combustible material—but barbed wire is not allowed along any public thoroughfare or park.

Killeen, Tex., prohibits wood fences in the fire zone. Wichita Falls, Tex., likewise, except that the ordinance allows *only* metal fences in the fire zone. Abilene, Tex., allows no combustible fence construction in fire zone No. 1; one-hour fire-resistance construction in fire zone No. 2.

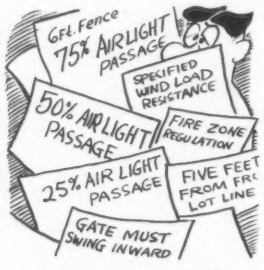
Cleveland, Ohio. Fences must be designed to resist specified wind loads.

Sherman, Texas. Fences over six feet are required to allow 75 percent air-light passage.

San Angelo, Texas. Fences over seven feet, allowed in back yard only, are required to have 75 percent air-light passage.

Maple Heights, Ohio. Fences are required to allow not less than 50 percent air-light passage.

Shorewood, Wisconsin. Fences are required to allow 25 percent air-light passage.



. . . fences over five feet high must be constructed to allow 50 percent air-light passage . . .

Columbus, Ohio. A fence gate must swing inward if located on a city street.

Beachwood, Ohio. Four-foot fences on the side yard may be "open" fences only. Five foot fences on the rear yard must allow for 25 percent air-light passage.

Whitehall, Ohio. Fences permitted to 3½ feet, but must allow for 25 percent air-light passage.

Shaker Heights, Ohio. Fences allowed to five feet along rear lot line; four feet other parts of rear yard —but all such fences must allow for 25 percent air-light passage.

Which "Right" Takes Precedence?

Comment. All wooden fences in some cases, and some types of wooden fences in other cases, as well as the use of insert slats in chain link, are outlawed by some of the above restrictions. No high court ruling, apparently, is available on the particular issue of fire zone regulations. Such restrictions have yet to be tested legally.

The specification calling for given percentages of air-light passage, on the other hand, would seem to be allied to certain points commented on by the high courts.

Several times the courts have asked: Can the constitutional right of the property owner to fence his property be invalidated *merely* by appeals to the public welfare? A stockade fence, for example, might deprive a neighbor of the full movement of the outside air. But if the fence is prohibited, it deprives the other man of his right to privacy.

The legal point is clear: which right takes precedence? Here again, the high court rulings are weighted in favor of constitutional rights.

Obstructing View at Intersections

Eleven cities of the 56 polled have ordinances which specifically mention corner lot fence limitations, particularly with reference to "obstructing" the view. However, all the cities which have front-yard fence restrictions are, by implication, concerned with the problem of obstructing the view.

A Harlingen, Tex., ordinance reads: "All fences located on public highways shall be so constructed as not to obstruct vision at the intersection of the streets."

Killeen, Tex., prohibits fencing causing "blind" corners. Indian Hill, O., prohibits fences which obstruct vision. Shorewood, Wis., outlaws fences completely obstructing the view. Odessa, Tex., prohibits fences which "obstruct the view"—which is declared to be 2½ feet above the walk grade.

In Columbus and Indian Hill, O., fences must be not closer than 30 feet to a street intersection. In Akron and Whitehall, O., 25 feet. In Nederland, Tex., 20 feet. In Toledo, O., 50 feet.

A Dallas, Tex., ordinance reads: "No fence. . .shall be erected or maintained in such a position as to be dangerous or detrimental to the health or safety of persons living in any house or adjoining premises, or in any way obstruct the view so as to endanger public traffic on the streets."

Challenging Legal Language Which Is Vague

Comment. The cities which specify how far distant a fence must be from an intersection, and how high, have the merit of defining the term, "obstruct the vision," or "blind corner."

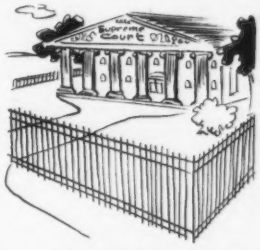
MORE—Page 23

FENCE RESTRICTIONS—from Page 22

Those ordinances, however, which fail to qualify what is meant by obstructing the vision, might be open to legal challenge.

The Dallas ordinance, quoted above, is a case in point. In the vagueness of its language, it is not unlike a Norton Township (Ohio) ordinance declaring: "Unnecessary structures, including a fence, the apparent purpose of which is to annoy or damage the owner of adjacent property, are prohibited."

Suppose we paraphrase what the Court of Appeals of Ohio said about the Norton Township law when it ruled it unconstitutional, and apply the language it used to the Dallas ordinance, and other similarly vague laws. Here is what might be said:



. . . Fenced court houses and parks, in fence-restricted areas, are often noted . . .

What is meant by the words "dangerous" and "detrimental"? Who is to determine whether it is dangerous or detrimental: the neighbors, or the one who erected the fence? Who is to determine how much the health or safety of the neighbors, or the community at large, is involved? Who is to determine what obstructs the view, and under what circumstances, and for whom? Obstruct whose vision, when and how? That of the motorist? And if so, obstructed from what distance, and riding in what kind of a car? That of the pedestrian? And if so, for adult or child, and from what distance? There is no standard by which any of these requirements can be determined.

Using similar language, the court ruled the Norton Township ordinance unconstitutional. Who is to say what a court might rule on the vague language of some of the ordinances cited above?

Restrictions on Barbed Wire Fencing

Ten of the 56 cities have ordinances specifically referring to barbed wire. It is completely prohibited in Fort Worth, Stinnett, and Beaumont, Texas; and Beachwood, Ohio.

El Paso, Tex., permits barbed wire topping on seven-foot high fences in commercial-manufacturing zones; in residential zones, its use is determined by the building official, for each installation.

Barbed wire is prohibited along any public thoroughfare or park in Lakewood, Cleveland Heights, and Shaker Heights, Ohio.

In Hamilton, Ohio, it is prohibited except seven feet above the ground; in Dallas, Tex., it must be six feet above grade.

Comment. Two high court rulings specifically involve barbed wire in residential areas. In one ruling, the court disallowed barbed wire topping on a chain link fence because it violated the "character" of the neighborhood. In the other ruling, barbed wire topping *was* permitted, on the grounds that it helped keep out marauders and trespassers.

It is still a moot question, then, whether barbed wire topping may be used for protective purposes, either by industry or private individuals. The restriction on its use on public highways would of course hamper even industrial-commercial fences erected for protection purposes.

As one New York State dealer remarks: "Not allowing barbed wire topping even on high fences is certainly unfair—doubly so when needed for protective purposes in run-down neighborhoods."

Permits Required to Erect Fences

In the following cities, permits are required to erect fences, with exceptions noted. Garland and Pasadena, Tex. Lakewood, Cleveland Heights, and Shaker Heights, Ohio. Milwaukee, Wis. Shorewood, Wis., permit required on all fences over 3½ feet or costing more than $100. Wauwatosa, Wis., permit required for any fence between 4½ and 7 feet, or for any fence in the front yard.

Comment: This is just one of the penalties of doing business. The fact that only eight out of 56 cities do require permits is an indication that this procedure is not too prevalent.

However, Oklahoma Wire & Iron Works, Oklahoma City, Okla., reports that an ordinance was just recently passed in that city requiring an annual license fee of $50, plus the cost of a $1,000 bond—and a permit fee of $4 for every fence erected.

The majority of fence companies in that city hope the new regulations will curb or eliminate "fly-by-night" practices, irresponsible contractors and erectors, and stabilize prices.

Summary and Conclusion

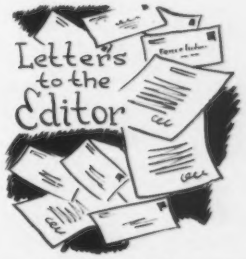
Then number and variety of fence restrictions in the 56 cities queried in FI's survey would indicate that almost 90 percent of U. S. cities have some kind of ordinances or regulations on fencing. There can be no doubt that restrictions are widespread.

Few cities run the gamut of *all* the types of restrictions discussed in this article. Nevertheless, in all U. S. metropolitan areas, the chances are about nine-to-one that the fence dealer *will* encounter most, if not all, the types of restrictions cited above.

That is because the numerous burgeoning suburbs in metropolitan areas seem to be running a race to see who can pass into law the most complicated fence restrictions. This is definitely the majority trend, and it can be stemmed or turned only if those who erect fencing take action.

A tremendous amount of clarification of fence-restricting ordinances needs to be accomplished. Vague language, laws which conflict with the expressed or implied law of high court rulings, unreasonable prohibitions—all these need to be ironed out.

But—it is those who manufacture, sell, and erect fences who, in the final analysis, must take the time and trouble to make legal challenges to existing laws. Surely, no one else will do it.



. . . The editors will be receiving many expressions of opinion from readers. What's yours? . . .

FI's editors believe that the groundwork of the fence-restrictions problem has now been adequately broken. What follows depends on the reaction of the industry itself. If the response is really encouraging, FI's editors will be receiving many expressions of opinion which can be used in Letters to the Editor.

This is the final article in the series on fence restrictions for 1961. Previous articles appeared in the August and September issues.

AWARDS ★ PROJECTS ★ PROPOSALS ★

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

ALA—Proj. #P-3044, plans for construction of expressway, Jefferson County, est., $11,708,000. E. H. Gilmore, Commissioner of Public Improvements—Proj. #CH-53(D), plans for construction at Howard College, Birmingham, est., $1,000,000. Dr. Leslie S. Wright, Pres.

ARK—Urban Renewal, 86-acre "West End" project, Morrilton, est., $553,373. Billy M. Eoff, Exec. Dir., Housing Authority of the City of Morrilton, 510 Center St.—Proj. #PFL-160, construction of water system, Coal Hill, est., $125,000. Albert P. Hickman, mayor.—Proj. #PFL-213, construction of water system, Carthage, est., $97,000. Earl Kelly, mayor.—Urban Renewal, 134-acre "Area No. 1" project, Paris, est., $478,822. W. H. Pierce, Chmn., Housing Authority, City Hall.—Proj. #P-3027 and 3028, plans for construction of water and sanitary facilities, Kensett, est., $172,000. Harold McEuen, mayor.

CALIF—Housing for the Elderly, construction of St. Paul's Manor, San Diego, est., $662,000. Rev. Harold Barrett Robinson, Chmn., St. Paul's Episcopal Home, Inc.—Proj. #PFL-90, extensions and improvements to existing water system, Lompoc, est., $1,660,000. Frank J. Twyford, mayor. —Urban Renewal, 87-acre "West Fresno No. 1" project, Fresno, est., $2,264,052. Harris O. Hogenson, Exec. Dir., Fresno Redevelopment Agency, 410 Abby St.—Proj. #CH-86(D), plans for construction at Occidental College, Los Angeles, est., $628,000. Arthur G. Coons, Pres.—Urban Renewal, 95-acre "Pepper" project, Pasadena, est., $3,083,800. T. Ross Williams, Exec. Dir., Community Redevelopment Agency. Proj. #P-3537, plans for additions and enlargements to existing sanitary system, South San Francisco and San Bruno, est., $2,419,000. Louis H. Goss, Dir. Public Works, South San Francisco; and Leo D. Van Dusen, Dir. Public Works, San Bruno.—Proj. #CH-95(D), plans for construction at Marymount College, Palos Verdes Estates, est., $1,000,000. Mother M. Gertrude, Pres.—Urban Renewal, 250-acre "Western Addition Project A-2," San Francisco, est., $14,254,000. M. Justin Herman, Exec. Dir., San Francisco Redevelopment Agency, 525 Golden Gate Ave.—Proj. #CH-96(H), plans for construction at Memorial Hospital, Long Beach, est., $165,000. Donald C. Garner, Administrator.—Proj. #P-3523, plans for construction of irrigation distribution system, Arvin, est., $14,980,000. Forrest Frick, Pres., Arvin-Edison Water Storage Dist.—Proj. #P-3497, plans for construction of additional facilities at existing airport, Truckee, est., $702,000. John Houlgate, Chmn., Truckee-Tahoe Dist.—Proj. #P-3513, plans for construction of highway gate separation, Indio, est., $1,151,140. Thomas E. Selman, City Mgr.—Proj. #CH-75, plans for construction at Stanford University, Stanford, est., $2,499,000. J. E. Wallace Sterling, Pres.

CANADA—For import, cedar posts in large quantities, for early spring 1962. Bruce Horan, 2381 Norman Rd., Windsor, Ont.

COLO—Proj. #P-3030, plans for construction of water facilities, Mesa County, est., $12,080,000. Fred J. Simpson, Pres., Ute Water Conservancy Dist.—Proj. #P-3032, plans for construction of sanitary facilities, Steamboat Springs, est., $316,500. George Correll, mayor.—Proj. #P-3033, 3034, 3035, plans for construction of water, sanitary, and storm drain facilities, Brighton, est., $1,075,000. A. E. Wall, mayor.—Proj. #CH-53(S), plans for construction at Colorado State University, Fort Collins, est., $655,000. William E. Morgan, Pres.

CONN—Urban Renewal, 42-acre "West Side No. 2" project, Bridgeport, est., $4,200,330. Joseph M. Dearborn, Redevelopment Coordinator, Bridgeport Redevelopment Agency, 202 State St.—Proj. #P-3036, plans for construction of sanitary system, East Haven, est., $4,258,000. Dominick H. Ferrara, First Selectman.

DEL—Proj. #CH-5(S), plans for construction at Wesley College, Dover, est., $425,000. J. Paul Slaybaugh, Pres.—Award, by Post Office Dept., to Bellevue Holding Co., Wilmington, to build and lease new Talleyville Postal Branch, Wilmington.

FLA—Proj. #PFL-218, plans for extensions and improvements to water system, Yankeetown, est., $65,000. Eugene Knotts mayor.—Proj. #CH-34(D), plans for construction at University of Tampa, Tampa, est., $509,000. Dr. David M. Delo, Pres.

GA—Proj. #PFL-231, plans for construction of new gas distribution facility, Sylvester, est., $297,000. Thomas W. Lawhorne, mayor.

IDAHO—Proj. #P-3027, plans for construction of nursing home, Ada County, est., $886,000. Leon Fairbanks, Chmn., Board of Ada County Commissioners.—Proj. #P-3025 and 3026, plans for construction of sanitary facilities and street improvements, Shelley, est., $588,136. Arnfred Christensen, mayor.—Award, by Idaho Dept. of Highways, to Murphy Bros., Inc., Spokane, Wash., for highway work on Interstate 90, 4th of July Canyon, including 16,450 lin. ft. steel beam type guard rail, bid cost, $41,125; 14,800 lin. ft. wire fence type 1-B, bid cost, $5,920; 1,500 lin. ft. wire fence 1-B modified, bid cost, $750; 6,400 lin. ft. wire fence type 4, bid cost, $25,600; 31,500 lin. ft. wire fence type 5, bid cost, $15,750; 8,850 lin. ft. wire fence type 6, bid cost, $3,540; 6 ea. 10 ft. type 2 steel gates. bid cost, $300; 1 ea. 14 ft. type 2 steel gate, bid cost, $75.—Award to Grant Construction Co., Hayden Lake, for highway work on U.S. 95, Westmond, including 4,225 lin. ft. steel beam type guard rail, bid cost, $10,140; 50,000 lin. ft. wire fence type 1-A, bid cost, $15,000; 4,500 lin. ft. wire fence type 1-A modified with treated cedar posts, bid cost, $1,530; 7,000 lin ft. wire fence type 3-A, bid cost, $2,730; 210 lin. ft. wire fence type 3-B, bid cost, $92; 4 ea. 10 ft. steel gates type 2, bid cost, $208; 12 ea. 12 ft. steel gates type 2, bid cost, $660; 2 ea. 14 ft. steel gates type 2, bid cost, $130.

ILL—Urban Renewal, 92-acre "Central Englewood" project, Chicago, est., $4,572,654. D. E. Mackelmann, Commissioner, Community Conservation Board of Chicago, 320 N. Clark St.—Proj. #CH-114(D), plans for construction at Illinois College, Jacksonville, est., $120,000. Dr. L. Vernon Caine, Pres.—Proj. #CH-104(S), plans for construction at Lake Forest University, Lake Forest, est., $750,000. William Graham Cole, Pres.

IND—Proj. #CH-60(D), plans for construction at Butler University, Indianapolis, est., $1,045,000. M. O. Ross, Pres.—Proj. #P-3019, plans for improvements to sanitary and storm drainage facilities, Michigan City, est., $2,340,000. Francis G. Fedder, mayor.—Proj. #CH-62(D), plans for construction at Rose Polytechnic Institute, Terre Haute, est., $525,800. Ralph A. Morgen, Pres.—Proj. #CH-58(DS), plans for construction at St. Joseph's College, Rennselaer, est., $2,090,000. Raphael H. Gross, Pres.—Proj. #CH-56(D), plans for construction at Indiana University, Bloomington, est., $12,825,000. Harmon B. Wells, Pres.

IOWA—Proj. #CH-38(D), plans for construction at Buena Vista College, Storm Lake, est., $375,000. John A. Fisher, Pres.—Proj. #CH-39(S), plans for construction at Morningside College, Sioux City, est., $750,000. Dr. J. Richard Palmer, Pres.—Award, by Post Office Dept., to Ray A. Eckstein and Joseph T. Siemann, Cassville, Wis., to build and lease a new post office, Fort Madison.

KANS—Proj. #P-3049, plans for construction of street and drainage facilities, Mullinville, est., $65,000. Irvin R. Fralick, mayor. Proj. #CH-60(D), plans for construction at University of Kansas, Lawrence, est., $600,000. W. Clarke Wescoe, Chancellor.—Proj. #P-3046, plans for construction of storm drainage facilities, M..ade, est., $231,100. Don Rosenberry, City Supt.—Proj. #P-3051, plans for construction of water facilities, Dighton, est., $165,000. Frank G. Davison, mayor.—Proj. #3050, plans for construction to existing sanitary system, Linn, est., $87,000. Albert L. Higgins, mayor.—Proj. #P-3048, plans for construction of sanitary system, Courtland, est., $102,000. C. A. Swenson, mayor.—Proj. #CH-66(D), plans for construction at Bethel College, North Newton, est., $553,000. Vernon H. Neufeld, Pres.—Proj. #P-3045, plans for improvement of water system, Norton, est., $304,850. Melvin Moffet, mayor.—Urban Renewal, 387-acre "Silver City" project, Kansas City, est., $4,367,111. Darrell H. Stearns, Exec. Dir., Urban Renewal Agency, 619 Ann Ave.—Proj. #CH-68(D), plans for construction at Sterling College, Sterling, est., $344,000. William H. McCreery, Pres.—Proj. #CH-61(D), plans for construction at Baker University, Baldwin, est., $582,000. William J. Scarborough, Pres.

KY—Proj. #CH-44(D), plans for construction at University of Louisville, Louisville, est., $2,997,000. Philip Davidon, Pres.—Proj. #CH-43(D), plans for construction at Morehead State College, Morehead, est., $1,102,000. Adron Doran, Pres.—Urban Renewal, 383-acre "University" project, Louisville, est., $715,101 (first of 2 projects). Richard L. Beck, Urban Renewal Consultant, City Hall.—Proj. #P-3043, plans for construction of sanitary system, Mount Vernon, est., $335,000. Carl Brown, mayor.—Proj. #CH-58(DS), plans for construction at Murray State College, Murray, est., $1,579,000. R. D. Woods, Pres.—Proj. #PFL-176, construction of water system, Butler, est., $285,000. C. B. Peoples, Chmn., Pendleton

MORE—Page 25

AWARDS ★ PROJECTS-PROPOSALS ★

From Page 24

Ky.—continued

County Water Dist.—Proj. #CH-50(S), plans for construction at University of Kentucky, Lexington, est., $1,878,000. Frank G. Hickey, Pres.—Proj. #PFL-230, plans for construction of sanitary facilities, Strathmoor Gardens, est., $117,000. Victor F. Williams, Trustee.—Award, by Post Office Dept., to One Seventy Five Realty Corp., Memphis, Tenn., to build and lease a new post office, Greensburg.—Award to J. H. McFarland and George T. Massey, Jr., Bowling Green, to build and lease a new post office, Bowling Green.

LA—Proj. #P-3100, plans for construction of sanitary system, Roseland, est., $200,000. Charles A. Bornes, mayor.—Proj. #P-3096, plans for construction of drainage facilities, Abbeville, est., $350,000. Earl J. Fritz, mayor.—Proj. #3089, 3094, 3095, plans for construction of sanitary and drainage facilities, New Orleans, est., $30,374,320. Arthur C. Waters, Pres. Pro-Tem, Sewerage & Water Board.—Proj. #P-3093, plans for construction of dock facilities, West Baton Rouge, est., $8,239,650. Ernest D. Wilson, Pres., Greater Baton Rouge Port Commission.

ME—Proj. #CH-3(D), plans for construction at Nasson College, Springvale, est., $350,000. Roger C. Gay, Pres.—Award, by General Services Administration, to Harriman Associates, Inc., to design new Post Office and Federal Building, Augusta, est., $3,279,000 total; construction contract not yet awarded.

MD—Urban Renewal, 4-acre "Mount Royal-Fremont No. 2" project, Baltimore, est., $470,918. Richard L. Steiner, Dir., Baltimore Urban Renewal & Housing Authority, 10 N. Calvert St.—Award, by U.S. Dept. Commerce, to Paul Tishman Co., New York City, for initial construction ($7,730,987 contract) at the new Bureau of Standards Research Facility, Gaithersburg.

MASS—Urban Renewal, 10-acre "North Harvard" project, Boston, est., $290,025. Edward Logue, Development Administrator, Boston Redevelopment Authority, 1108 City Hall Annex.—Proj. #P-3096, plans for construction of sanitary system, Hadley, est., $112,750. William Chmura, Chmn., Board of Selectmen.—Proj. #CH-65(D), plans for construction at American International College, Springfield, est., $443,000. John F. Hines, Pres., 170 Wilbraham Rd.—Proj. #P-3093, plans for construction of incinerator, Lynn, est., $1,693,575. M. Henry Wall, mayor.—Proj. #CH-57(D), plans for construction at Boston University, Boston, est., $3,000,000. Harold C. Case, Pres.—Proj. #P-3094, plans for construction of water facilities, Gardner, est., $658,200. Cyrille P. Landry, mayor.—Proj. #CH-59(D), plans for construction at Merrimack College, North Andover, est., $1,500,000. Vincent A. McQuade, Pres.—Proj. #P-3092, plans for additions and alterations to existing high school, Sharon, est., $744,000. Herman H. Richardson, Supt. of Schools.—Proj. #CH-63(D), plans for construction at Springfield College, est., $525,000. G. A. Olds, Pres.

MICH—Proj. #P-3062, plans for addition to existing library, Grand Rapids, est., $3,106,080. Donald W. Kohlstedt, Library Director.—Proj. #CH-55(D), plans for construction at Michigan State University, East Lansing, est., $4,450,000. John A. Hannah, Pres.—Urban Renewal, 95-acre "Parkridge Renewal Area" project, Ypsalanti, est., $2,133,200. Olaf R. Pearson, City Mgr., 304 N. Huron St.—Proj. #P-3057, plans for improvements to existing water system, Rockford, est., $319,000. Harry E. Zuck, City Mgr.—Proj. #CH-43(D), plans for construction at Calvin College, Grand Rapids, est., $2,150,000. William Spoelhof, Pres.—Urban Renewal, 27-acre "Central Core" project, Grand Rapids, est., $4,482,284. Donald O'Keefe, Urban Renewal Director. Award, by Post Office Dept., to Michael & Bella Chernick, Detroit, Mich., to build and lease the new main post office, Mt. Pleasant.

MINN—Proj. #CH-31(D), plans for construction at the College of St. Teresa, Winona, est., $1,000,000. Sister M. Camille Bowe, Pres.—Proj. #CH-37(DS), plans for construction at Concordia College, Moorhead, est., $1,000,000. Dr. Joseph L. Knutson, Pres.—Proj. #CH-38(DS), plans for construction at Carleton College, Northfield, est., $1,295,000. Laurance M. Gould, Pres.—Proj. #P-3034 & 3035, plans for construction of sanitary facilities, water system, Mound, est., $1,635,000. H. B. R. Larson, mayor.—Award, by Post Office Dept., to Steele County Motor Co., Owatonna, to build and lease new post office, Owatonna.

MISS—Proj. #CH-39(D), plans for construction at Mississippi College, Clinton, est., $435,000. Dr. R. A. McLemore, Pres.—Proj. #CH-40(S), plans for construction at Alcorn Agricultural & Mechanical College, Lorman, est., $379,500. J. D. Boyd, Pres.—Proj. #P-3033, plans for extensions and improvements to existing sanitary system, Charleston, est., $247,445. C. L. Hendrix, mayor.—Proj. #P-3035, plans for construction of water and sanitary facilities, Nettleton, est., $390,000. C. T. Roberts, mayor.

MO—Proj. #CH-66(D), plans for construction at Westminster College, Fulton, est., $185,000. L. D. Davidson, Pres.—Urban Renewal, 46-acre "woodland" project, Kansas City, est., $2,000,000. A. J. Harmon, Exec. Dir., Land Clearance for Redevelopment Authority, 306 E. 12th St.—Proj. #CH-72(D), plans for construction at Southeast Missouri State College, Cape Girardeau, est., $2,500,000. Mark Scully, Pres.—Proj. #CH-67(D), plans for construction at Missouri Valley College, Marshall, est., $377,000. M. Earle Collins, Pres.—Proj. #CH-74(DS), plans for construction at St. Louis University, St. Louis, est., $2,380,000. Paul C. Reinert, Pres.—Urban Renewal, 22-acre "Prehm Addition" project, Joplin, est., $207,128. Floyd Mattlage, Exec. Dir., Land Clearance for Redevelopment Authority, 223 W. 3rd St.

MONT—Proj. #P-3159, plans for construction of senior high school building, Great Falls, est., $2,560,694. W. Ted Barkhurst, Administrative Asst., School Dist. No. 1.—Proj. #P-3145, plans for construction of storm drainage system, Hamilton, est., $240,000. Frank Cash, mayor.—Proj. #P-3158, plans for construction of elementary school, Polson, est., $261,000. Leland J. Newgard, Member, Board of Trustees, School Dist. No. 23.—Proj. #PFL-82, plans for construction of sanitary system, Butte, est., $1,357,000. Frank Corsh, Chmn. Board of County Commissioners, Silver Bow County.—Proj. #P-3156, plans for improvements to water system, Chester, est., $318,349. Ray L. Goodbar, mayor.

NEB—Proj. #CH-31(D), construction at Duchesne College of the Sacred Heart, Omaha, est., $600,000. Mother Jeanette Kimball, Superior.—Proj. #CH-29(S), plans for construction at Doane College, Crete, est., $360,000. Donald Typer, Pres.

N.H.—Urban Renewal, 23-acre "Triangle" project, Somersworth, est., $945,750. Martin J. Flanagan, Chmn., Somersworth Housing Authority.—Proj. #P-3036, plans for construction of sanitary facilities, Charlestown, est., $150,000. J. Frank Frohock, Chmn., Board of Selectmen.—Proj. #P-3035, plans for construction of sanitary facilities, Exeter, est., $1,691,000. Elton O. Feeney, Town Mgr.—Award, by New Hampshire Dept. Public Works & Highways, to R. H. Watkins & Son, Inc., Amesburg, Mass., for highway work on Route 114 to U.S. 202, Henniker-Hopkinton, includes two bridges and the following: 2,550 lin. ft. 3-cable guard rail, bid cost, $4,845; 9,200 lin. ft. 4-cable guard rail, bid cost, $21,620; 9,000 lin. ft. stock wire line fence, bid cost, $4,050; 700 lin. ft. stock wire fence brace panels, bid cost, $665.—Award, to George Brox, Inc., Dracut, Mass., for highway work on the New Boston Road, New Boston-Bedford, including 2,000 lin. ft. stock wire line fence, bid cost, $1,000; 400 lin. ft. stock wire fence brace panels, bid cost, $400; 3 ea. stock wire fence gates, bid cost, $120; 2,500 lin. ft. 3-cable guard rail, bid cost, $5,000.

N.J.—Proj. #P-3127, plans for construction of sanitary system, Oakland, est., $2,500,000. Alexander Potash, mayor.—Urban Renewal, 19-acre "Municipal Square" project, West Orange, est., $967,775. James J. Sheehan, mayor.—Urban Renewal, 10-acre "Station Plaza" project, Park Ridge, est., $253,762. Harold H. Vandersluis, mayor.—Urban Renewal, 4-acre "Pitman Core" project, Pitman, est., $229,327. Harold C. Thompson, mayor.—Proj. #P-3116, plans for construction of sanitary facilities, Newark, est., $2,900,000. A. A. Lubetkin, Chief Engr.

N. Mex.—Proj. #PFL-191, plans for construction of water and sanitary systems, Moriarity, est., $232,000. F. L. Kirchmeier, mayor.—Proj. #CH-18(D), plans for construction at Eastern New Mexico University, Portales, est., $2,175,000.

N.Y.—Bids wanted, by New York Dept. Public Works, aluminum chain link fencing, 4 & 5 ft. high, Palisades Int. Pkwy. M. N. Sinacori, Dist. Engineer, Pleasant Valley Rd. Poughkeepsie.—Urban Renewal, 34-acre "Central High" project, Auburn, est., $919,610. Maurice I. Schwartz, City Hall.—Proj. #CH-142(D), plans for construction at Yeshiva University, New York City, est., $2,000,000. Samuel Belkin, Pres.—Proj. #CH-146(H), plans for construction at Lenox Hill Hospital, New York City, est., $2,200,000. Louis Schenkweiler, V.P.—Proj. #P-3096, plans for construction of water facilities, Poughkeepsie, est., $6,985,000. Thomas D. Mahar, Town Supervisor.—Urban Renewal, 47-acre "Lindsay Park" project, New York City, est., $7,687,495. J. Clarence Davies, Jr., Housing & Redevelopment Board, 2 Lafayette St.

N.C.—Proj. #PFL-228, plans for construction of water system, Rolesville, est., $100,000. H. E. Perry, mayor.—Urban Renewal, 31-acre "Washington I" project, Greensboro, est., $1,390,439. Robert E. Barkley, Exec. Dir., Redevelopment Commission of Greensboro, 505 Banner Bldg.—Proj. #CH-38(D), plans for construction at North Carolina

MORE—Page 26

AWARDS ★ PROJECTS-PROPOSALS ★

From Page 25

N.C.—continued

State College of Agriculture & Engineering, Raleigh, est., $2,000,000. John Tyler Caldwell, Chancellor.—Proj. #P-3031, plans for construction of high school, Brogden Township, est., $1,190,000. R. S. Proctor, Supt., Wayne County Board of Education.—Proj. #P-3026, plans for construction of sanitary system, Bessemer City, est., $298,000. George Hook, mayor.—Urban Renewal, 133-acre "Waterfront" project, Wilmington, est., $2,082,835. R. K. Creighton, Exec. Dir., Redevelopment Commission, P.O. Box 67.

N.D.—Proj. #CH-14(DS), plans for construction at University of North Dakota, Grand Forks, est., $1,080,000. George W. Starcher, Pres.—Award, by Post Office Dept., to Maurice Mandel, Inc., Minneapolis, Minn., to build and lease new post office, Mandan.

OHIO—Proj. #CH-131(D), plans for construction at Defiance College, Defiance, est., $455,000. Kevin McCann, Pres.

OKLA—Proj. #CH-29(D), plans for construction at Southwestern State College, Weatherford, est., $485,000. Al Harris, Pres.—Proj. #CH-31(H), plans for construction at Baptist Memorial Hospital, Oklahoma City, est., $225,000. James L. Henry, Acting Administrator.—Award, by Post Office Dept., to Capital Properties, Inc., Washington, D.C., to build and lease new post office, Altus.

ORE—Proj. #P-3086, plans for construction of municipal building, Eugene, est., $2,381,-980. Edwin E. Cone, mayor.—Proj. #P-3083, plans for construction of sanitary system, Yamhill, est., $125,000. Edward B. Callahan, City Recorder.—Proj. #CH-38(DS), plans for construction at Lewis and Clark College, Portland, est., $1,855,000. John R. Howard, Pres.—Proj. #P-3081, plans for construction of junior high school, Cottage Grove, est., $1,171,280. Jesse V. Fasold, Supt.—Proj. #P-3079, plans for construction of sanitary system, Manhattan Beach, est., $145,000. Mark L. Chase, Secy., Manhattan Sanitary Dist.—Proj. #P-3074, plans for additional facilities to existing high school, Warrenton, est., $250,000. Richard B. Knotts, Supt.

PA—Proj. #P-3283, plans for construction of municipal swimming pool, Lititz, est., $125,-000. David J. Bauer, Borough Mgr.—Proj. #P-3288, plans for construction of water and sanitary facilities, Liverpool, est., $540,-000. Roy E. Deckard, Secy.—Proj. #P-3282, plans for addition to public school, Montour County, est., $337,304. Harry S. Ruhl, Supt.—Proj. #CH-146(D), plans for construction at Lafayette College, Easton, est., $600,-000. K. Roald Bergethon, Pres.—Proj. #CH-127, plans for construction at St. Christopher's Hospital for Children, Philadelphia, est., $600,000. William R. Howes.—Proj. #CH-141(D), plans for construction at Eastern Baptist College, St. Davids, est., $515,000. Gilbert L. Guffin, Pres.—Awards, by Post Office Department, To: Alfred & Janice Smith, Oak Ridge, N. J., to build and lease new post office, Fairview.—To Lawrence Sicari, Vandergrift, Pa., to build and lease new post office, Avonmore.—To Richard and Esther Rullo, Holsopple, to build and lease new post office, Central City.—To Delmar Leasing Corp., Export, to build and lease new post office, Export.—To Me-Jer Corp., Bryn Mawr, to build and lease new post office, Warminster.—To Jatoba Corp., Harrisburg, to build and lease new post office, Newton Square.—To Mr. & Mrs. Lynn H. Luxenberg, Ellwood City, to build and lease new Buhl Postal Station, Sharon.

R.I.—Proj. #CH-14(S), plans for construction at Rhode Island College, Providence, est., $600,000. William C. Gaige, Pres.—Proj. #P-3018, plans for construction of water facilities, East Greenwich, est., $1,156,600. J. William Corr, Jr., Pres., Town Council.

S.C.—Urban Renewal, 25-acre "Urban Renewal Area No. 2" project, Spartanburg, est., $444,866. Marion Bryson, Dir. of Urban Renewal, Housing Authority, City Hall.—Proj. #CH-33(D), plans for construction at Anderson College, Anderson, est., $184,000. J. E. Rouse, Pres.—Proj. #CH-30(D), plans for construction at University of South Carolina, Columbia, est., $3,002,000. Robert L. Sumwolt, Pres.—Proj. #CH-31(D), plans for construction at Wofford College, Spartanburg, est., $750,000. Charles F. Marsh, Pres.—Proj. #P-3020, 3021, plans for sanitary and storm drainage system, Aiken, est., $2,500,000. I. Harding Hughes, City Mgr.

S.D.—Proj. #CH-32(D), plans for construction at Northern State Teachers College, Aberdeen, est., $370,000. J. Howard Kramer, Pres.

TENN—Urban Renewal, 91-acre "Layman Hill" project, Athens, est., $207,000. William P. Biddle III, Exec. Dir., Athens Housing Authority, 126½ Washington Ave.—Proj. #PFL-187, construction of water system, Cornersville, est., $166,000. H. L. McMahon, mayor.—Proj. #P-3037, plans for street improvements, Jellico, est., $78,923. Harold Moon, mayor.—Proj. #CH-44(D), plans for construction at Memphis State University, Memphis, est., $968,000. C. C. Humphreys, Pres.—Proj. #CH-52(D), plans for construction at Middle Tennessee State College, Murfreesboro, est., $565,000. Quill E. Cope, Pres.—Proj. #CH-48(S), plans for construction at Carson-Newman College, Jefferson City, est., $559,762. Harley Fite, Pres.

TEX—Proj. #P-3108, 3109, 3110, plans for construction of sanitary, drainage, and water facilities, Port Arthur, est., $3,500,-000. Charles L. Brazil, City Mgr.—Proj. #PFL-208, plans for construction of sanitary system, Krum, est., $106,800. F. W. Fowler, mayor.—Proj. #PFL-211, plans for construction of sanitary system, extension of water system, Brownsboro, est., $158,-300. Truitt Fulgham, mayor.—Urban Renewal, 241-acre "Crystal No. 1" project, Crystal City, est., $1,588,722. Sam M. Anderson, Exec. Dir., Urban Renewal Agency, 305 W. Zavala.—Proj. #P-3107, plans to repair existing drawbridge, Port Arthur, est., $400,000. Charles L. Brazil, City Mgr.—Proj. #CH-140(DS), plans for construction at East Texas College, Commerce, est., $3,475,000. James G. Gee, Pres.—Proj. #PFL-206, plans for extensions to existing water system, Bullard, est., $25,000. J. D. Carr, mayor.—Proj. #CH-136(D), plans for construction at Arlington State College, Arlington, est., $1,250,000. J. R. Woolf, Pres.—Proj. #CH-128(D), plans for construction at Our Lady of the Lake College, San Antonio, est., $337,000. Dr. John L. McMahon, Pres.—Proj. #P-3103, plans for construction of sanitary facilities, Sabine and Sabine Pass, est., $304,600. W. D. Jennings, Jr., Pres., Board of Supervisors, Jefferson County Fresh Water Supply Dist. No. 1.—Proj. #CH-130(DS), plans for construction at Austin College, Sherman, est., $1,220,000. John Dean Moseley, Pres.—Proj. #CH-138(D), plans for construction at Tarleton State College, Stephenville, est., $400,000. M. T. Harrington, Chancellor.—Proj. #CH-142(DS), plans for construction at Hardin-Simmons University, Abilene, est., $1,360,000. Evan Allard Reiff, Pres.—Proj. #P-3105, 3106, plans for construction of storm drainage system, Victoria, est., $4,337,750. John F. Lee, City Mgr.—Proj. #CH-139(S), plans for construction at Huston-Tillotson College, Austin, est., $310,000. J. J. Seabrook, Pres.—Proj. #CH-141, plans for construction at Lubbock Christian College, Lubbock, est., $330,000. F. W. Mattox, Pres.—Urban Renewal, 221-acre "Central" project, Wink, est., $1,384,109. Donald D. McBee, Exec. Dir., Urban Renewal Agency, City Hall.—Urban Renewal, 68-acre "Central West Area Project No. 1," San Antonio, est., $4,455,-035. M. Winston Martin, Exec. Dir., Urban Renewal Agency, City Hall.—Award, by Post Office Dept., to Permian Building, Inc., Fort Worth, to build and lease new post office, Temple.

UTAH—Proj. #P-3026, plans for construction of sanitary system, Salt Lake County, est., $280,000. C. W. Brady, Chmn. of the Board, Chesterfield Improvement Dist.—Proj. #CH-17(D), plans for construction at Westminster College, Salt Lake City, est., $425,000. Frank E. Duddy, Jr., Pres.

VT—Proj. #P-3067, plans for construction of sanitary system, Plainfield, est., $216,000. Russell A. Goslant, Village Bailiff.—Proj. #P-3066, plans for improvements to existing water system, Poultney, est., $203,337. Russell I. Williams, Jr., Village Pres.—Proj. #P-3065, plans for construction of sanitary system, Brattleboro, est., $1,073,000. Corwin S. Elwell, Town Mgr.—Proj. #P-3064, plans for construction of sanitary system, Wilmington, est., $260,000. Fred H. Thomas, Chmn., Board of Selectmen.—Proj. #P-3061, plans for construction of sanitary system, Bethel, est., $340,000. Bert S. Moffat, Town Mgr.—Proj. #P-3062, plans for construction of sanitary system, Montpelier, est., $1,495,500. Ralph Irving, City Mgr.—Proj. #P-3063, plans for construction of a sanitary system, Poultney, est., $299,825. Russell I. Williams, Village Pres.

VA—Proj. #P-3047, plans for construction of sanitary system, Norfolk County, est., $1,700,000. Colon L. Hall, Chmn., Board of Supervisors.—Proj. #P-3051, plans for construction of high school, Alexandria, est., $3,525,500. T. C. Williams, Supt. of Schools.—Proj. #P-3046, 3048, plans for construction of sanitary facilities, Norfolk County, est., $2,264,400. Colon L. Hall, Chmn., County Board of Supervisors.—Proj. #CH-25(D), plans for construction at Ferrum Junior College, Ferrum, est., $425,000. C. Ralph Arthur, Pres.—Proj. #P-3052, plans for construction of sanitary system, Stephens City, est., $165,000. Lynn H. Comer, mayor.—Award, by U.S. Dept. of Interior, to Stuart, Inc., Washington, D. C., for highway work an Mount Vernon Memorial Highway, including guard rail and fencing. Total bid cost, $1,206,635.—Urban Renewal, 20-acre "North End" project, Newport News, est., $1,211,300. H. W. Blandford, Exec. Dir., Redevelopment & Housing Authority, P. O. Box 77.

WASH—Proj. #P-3136, plans for construction of airport facilities, Spokane, est., $4,400,-000. Kenneth Lawson, mayor.—Proj. #P-3139, plans for construction of sanitary system, Lynwood, est., $2,700,000. Jack Bennet, mayor.—Proj. #3131, plans for construction of general hospital, Ellensburg, est., $1,383,000. John A. Burkheimer, Chmn. of Board.

MORE—Page 30

INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM TO THE News Notices Editor . . . for publication.

Denver Labor Hassle Affects Amco Fencing Missile Sites

A dispute with the Amco Fence Co. of Houston, Tex., has caused a walkout of union workers on three of the six Titan missile launching sites east and west of Denver, Colo.

The Texas firm is using non-union workers in construction of a $125,000 eight-foot fence at site 1-A.

The walkout in Denver is the third and largest of a lingering dispute with Amco. The dispute started Sept. 8 when 120 men left the site, it was reported Sept. 17.

Sherman Hodges, secretary and business manager for the Northern Colorado Building and Trades Council, said the dispute with the fence firm involved payment of travel allowances, local wage scales, and health and welfare benefits.

Bill Schindler, co-owner of Amco Fence, reportedly said earlier in Houston he was "going to build the fence or bust," and would use non-union labor if necessary, it was reported in the Sept. 11 Rocky Mountain News, Denver.

Steve Halligan, federal mediator in Denver, said he understood Schindler was bringing men from Texas to complete the fence job.

Site 1-A, slated to be armed with the Denver-built Titan ICBMs this fall, was scheduled to be the first of the six complexes, estimated to cost $246 million, to be completed.

Keystone Floats Bond Issue

Keystone Steel & Wire Co., Peoria 7, Ill., has filed a registration statement with the Securities & Exchange Commission covering a proposed offering of $20 million in bonds. Proceeds will be used primarily to retire short-term debt and provide additional working capital.

Among the new facilities at the Peoria plant is a large automatic welding machine for the production of welded wire fabric. Since mid-1954, expenditures for new plant and equipment by Keystone have exceeded $50 million.

FCA Planning New Chapters

Fence Contractors Association, Inc., P. O. Box 4009, Terminal Annex, Los Angeles 54, Calif., last month held two meetings of its Block Wall Masonry chapters. One was the regular monthly meeting of the San Fernando Valley chapter; the other, an organizational meeting of the new San Gabriel Valley chapter.

Plans are also afoot to launch another Block Wall chapter in the Long Beach-Orange County area. All contractors in the area are invited.

Personnel Changes at CF&I

Two new appointments from within CF&I's Realock Fence Division were recently announced. Promoted to manager, sales and service, Realock Fence Div., Northern California District, is Malcolm Jones, whose previous duties as assistant to the product sales manager, Realock Fence Div., Oakland office, have been taken over by William W. Agrella, a former coordinator-engineer for the company.

Two vice presidential posts recently were filled by the Board of Directors of The Colorado Fuel & Iron Corp., Continental Oil Bldg., Denver 2, Colo.

R. L. Hanes

E. George Hartman

E. George Hartman was named vice president in charge of sales of the Wickwire Spencer Steel Division, and the John A. Roebling's Sons Division of the corporation. Hartman had been serving as vice president of sales of the Roebling's Division since 1958—he joined in 1940.

R. L. Hanes was named vice president in charge of sales of the Western Division of CF&I. He had been serving as general manager of tubular sales since 1960, and has been with CF&I for 32 years.

Bridgeport Brass Division Takes Over Colorweve Sales

"Colorweve" fence lattice will now be supplied to the trade direct, from Bridgeport Brass Co., Hunter Douglas Div., 30 Grand St., Bridgeport 2, Conn. The Division's national sales manager, Arthur Pearson, said that through an arrangement with Lando Products, Inc., the original marketers of "Colorweve," this popular line would be continued by Hunter.

Pearson further stated that Hunter Douglas is offering "Colorweve" in both the 1-15/16" and 2" widths, in white, apple green, desert sand, beige, terracotta, and turquoise.

Present customers of "Colorweve" will be contacted by representatives of Hunter Douglas Division in due course. Dealers desiring to replenish stocks in a hurry should contact the Connecticut office.

General Wire Opens in Buffalo Branch Will Feature Full Line

General Wire & Cable Company, Ltd., Cobourg, Ontario, Canada, fence fabric manufacturers, recently opened a branch sales office at 26 Lansing St., Buffalo, N. Y., naming Karl Luehman, sales manager.

Walter D. Fernhout, manager of the fence division at Cobourg, states that the reason for the branch at Buffalo is due in part to the increased demand for their products in the U.S.A., and to introduce their complete line of fence and allied products to the entire U. S. fence industry.

General's plastic coated chain link (in colors) has received "unbelievable acceptance" in Canada, and they will also market their welded wire fencing "which has outsold regular woven chain link this year," according to Mr. Fernhout.

Included in their catalog of products for the U. S. market are plastic coated twist ties, trellis, lawn borders, stakes, coasters, peony rings, and plastic garden hoses.—*Fence Industry welcomes our Canadian neighbor to the friendly U.S.A.*—ED

Kansas Court Renders Verdict Favors American Fence Claims

American Fence Co., 4055 S. Broadway, Wichita, Kans., recently gained a favorable court verdict on a complaint that the name of All American Fence Co., in the same city, was too similar, and that the latter obtained the benefit of the former's advertising.

The court ordered All American Fence Co., 1108 E. Central, Wichita, Kans., to change its name; and also ordered Southwestern Bell Telephone Co., a co-defendant in the case, to cease printing advertising under the name of All American Fence Co.

Both firms advertise and sell fencing and fence products. American has been doing business in Wichita for four years. All American moved to Wichita last April, from Oklahoma City.

Aztec Fence Quits Business

Ravjo Enterprises, Inc., doing business as Aztec Fence Co., 4690 Imperial Ave., San Diego, Calif., has quit business.

As of last Aug. 31, its assets totalled $88,900; its liabilities, $93,147. Last month the company assigned its assets, for the benefit of creditors generally, to the San Diego Wholesale Credit Men's Association. The Adjustment Bureau of the Association points out there may be other contingent liabilities.

INFORMATION

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Test Anti-Glare Mesh Fence

The Aluminum Company of America, Alcoa Bldg., Pittsburgh 19, Pa., has designed a new aluminum mesh fence, purpose of which is to reduce headlight glare on highways.

Two such screen fences, at least, are now being tested. In Michigan, about 200 feet of the aluminum mesh fence have been installed on the median of Interstate 96, at Kent Lake near Brighton. The installation was made at a curve which angles toward a country road. Highway officials said that drivers rounding the curve are sometimes blinded by headlight glare, giving them the impression they are going to have a head-on collision. Movies will be taken to see whether the fence does the job.

In Washington, D.C., 375 feet of the fence, four feet high, have been installed along Kenilworth Ave., near Deane St., N.E., in that city. The Alcoa designers claim the fence blocks out glare but allows "almost unimpeded" vision of the surrounding countryside, even when viewed from a 90-degree angle.

Wood Post Treating Declines Use of Penta Takes Upswing

Wood fence posts treated in 1960 totalled 22,583,565, a decrease of 3.3 million posts, or 13 percent below 1959. The volume of fence posts decreased 14 percent.

The number of fence posts treated in the Atlantic Coast, Interior Western, and Pacific Coast regions increased, but were offset by greater decreases in the Southern Coast and Interior Eastern regions.

The number of fence posts treated with petroleum-pentachlorophenol in 1960 increased nearly 28 percent over 1959, but treatment with all other preservatives decreased.

Eighty-eight percent of the fence posts treated were southern pine, four percent lodgepole pine. Ponderosa pine and jack pine accounted for three percent each. The remaining two percent included several species.

F.I. 1962 Directory Issue Most Important Trade Tool

More than 4,000 firms will be listed in the new and revised International Directory of All Fence Materials, to be issued to FI subscribers by Dec. 1-15, 1961, for use during 1962.

Revisions and corrections include approximately 10,000 names appearing at hundreds of product headings; Highway Engineer listings; trade name listings.

Peterson Bros. To Manufacture Building New Wood Fence Plant

Peterson Brothers Co., Carney, Mich., for more than 50 years in the forest products business, have just gone into the manufacture of wood fencing.

Established by the father and uncle of the present owners, Gene and Vincent Peterson (who are brothers), the firm owns extensive timber lands, and is actively engaged in managing thousands of acres for other owners.

Gene Peterson reports: "We are putting up a new concrete and steel factory building for our fence operation, and expect to have a modern and efficient plant. Because of our long association with the loggers in this area, we anticipate no difficulty in getting all the cedar we need for manufacturing fence. We plan to make a quality product at competitive prices, and our production will be limited only by sales."

Boliden Salts Preserve Posts

Fence posts, poles, and timber are being treated at the rate of 300,000 cubic feet of lumber per year by the year-old Clean Wood Preservers (Sask.) Ltd., Maple Creek, Sask., Canada.

To do the preserving job, the firm is using "Boliden salts," a combination of zinc, copper, chromium, and arsenic—imported from Sweden. The salts are forced under pressure into the posts and poles, in a tank five feet in diameter by 50 feet long. The fence posts are obtained from the cypress area of Saskatchewan.

Board Fence Worth $769,000?

A plain board fence made news recently when the original owner of the fence, St. Peter's Episcopal Church of Philadelphia, sought payment for the fence under an agreement with the British Royal Artillery.

The church's records show that on Feb. 1, 1778, Major Edward Williams of the Royal Artillery pledged in writing that the British commander, Gen. Pattison, would pay a "reasonable allowance" for the fence. There is no record of payment. The fence was torn down for firewood, to help keep soldiers warm.

Last August, the church's present rector, Rev. Joseph Koci, Jr., estimated the "reasonable allowance" to be $18—which, at six percent interest, would bring the total amount to approximately $769,000.

Officially, the British Chancellor of the Exchequer, Selwyn Lloyd, turned down the claim, but he sent the church a personal check for $18.

New Firms or Incorporations

All Type General Iron Works, Inc., c/o Vincent H. Bono, 209–4th Ave., Brooklyn 17, N. Y. Ornamental metals.

Northwest Fence, Inc., 685 Selby, St. Paul, Minn. To construct and sell fencing of all types. Emmet D. Weller, Arnold L. Garley, John V. Miller.

Master Sales, Inc. $200,000. $10 par. Wholesale fence materials. Directors: Donovan O'Donnell, Joan O'Donnell, 9759 El Arco Dr., Whittier, Calif. Robert O'Donnell, 10432 Orangewood Ave., Garden Grove, Calif.

Western Custom Line. $25,000. $100 par. Manufacture wrought iron products. Eugene W. Jensen, P.O. Box 104, Lafayette, Calif. Directors: Douglas R. Pennock, 1804 Reliez Valley Rd.; Eugene R. Caringer 3477 Echo Springs Rd., both of Lafayette, Calif.; Eugene W. Jensen, 2021 Doris Ave., Walnut Creek, Calif.

Allied Fence Co., 3434 Westward Blvd., Phoenix, Ariz. Donald Doyle and Wade Larner.

Denver Orna-Metal Iron Works, Inc., general construction. Rudolf Degenhardt, 2585 W. 11th Ave., Denver, Colo.

Tubular Products Co., Inc., manufacture tubular wire, steel, fabric products. Leon Leonian, 212 S. Gale Dr., Beverly Hills, Calif.

New Alsynite Distributors

Alsynite Division, Reichhold Chemicals, Inc., 4654 DeSoto St., San Diego 9, Calif., recently appointed several new major distributors of its reinforced plastic panels.

The firm's new eastern distributors: Epstein Dealers Supply Co., Scranton, Pa.; Smith Plywood Supply Co., Inc., Pleasantville, N. Y.

Midwest appointments: LaCrosse Glass Co., LaCrosse, Wis.; Schraufnagel Wholesale, Green Bay, Wis.; Eagle Lumber Dealer's Supply Co., Danville, Ill.

Highway Engineer Changes

J. B. Kemp is now Division Engineer, Bureau of Public Roads, 207 E. Front Ave., Bismarck, N. D.

C. A. Thompson, the District Engineer at Willmar, Minn., can now be reached at P. O. Box 758.

H. G. Oakes, Division Engineer, Bureau of Public Roads, Indianapolis 4, Ind., is now located at 150 W. Market St., in that city.

W. W. Fryhofer, Division Engineer, Bureau of Public Roads, 625 N. Robert St., St. Paul 1, Minn., replacing A. L. Overbee formerly addressed at 555 Wabasha St.

News Items . . .
Timely and Informative

A B C Fence Industries, 1930 St. Stephens Rd., Mobile, Ala., wholesalers, have opened two branches recently, one at 701 S. Columbia, Bogalusa, La., and another at 437 W. Gaines, Tallahassee, Fla. ABC now have eight outlets serving the trade with a full line of chain link and metal picket fence products.

Wm. Ainsworth & Sons, Inc., 2151 Lawrence St., Denver 5, Colo., are marketing a Brunton Pocket Transit which they claim should be a handy item for fence installers.

Air Line Fence Co., 9307 S. Nordica Ave., Oaklawn, Ill., a suburb of Chicago, has been recently formed to sell and install all types of fencing.

Alva Allen Industries, 1001 N. 3rd St., Clinton, Mo., makers of power punch presses, have appointed James A. Donnelly, Altadena, Calif., as their factory representative for the state of California.

The Ardee Co., 2021 W. Garden Road, Peoria, Ill., is seeking a source for flanges to hold 4x4 wood fence or gate posts. Flanges are set into cement.

Bell Fence Co., 623 Third National Bldg., Dayton 2, Ohio, is the new name of the firm formerly known as Bell-Stewart Fence Co.

Broski Bros., Inc., 3915 Fuller, Kansas City 29, Mo., recently released a catalog for dealers containing 44 pages of data on chain link fabric, gates, welded wire fabric, basic wire, galvanizing, and sand blasting. The catalog is illustrated and charted throughout.

Brunal Supply Co., 910 Clinton St., Linden, N. J., has just completed a $10,000 chain link fencing job for the Elizabeth Housing Authority, Elizabeth, N. J.

California Redwood Association, 576 Sacramento St., San Francisco 11, Calif., has elected Julian N. Cheatham as its president. He is vice president for lumber sales and export of the Georgia-Pacific Corp., Portland, Ore.

Bill Campbell Landscaping, formerly known as Campbell-Kohler Landscaping, has moved to new quarters at 3609 Harrison Ave., Rockford, Ill.

Canadian Steel Corp. has ceased to exist as a separate entity. It was a division of the Dominion Steel & Coal Corp. Ltd., P. O. Box 500, Rexdale, Ont., Canada, which will now carry on the business of its former subsidiary. T. E. Moorcraft is sales manager of fence products.

Batson-Cook Co., West Point, Ga., is the contractor for a new $1.3 million warehouse facility, near Fairfax, Ala., for the West Point Mfg. Co. Fencing is included as part of the construction.

Haddon Home Improvement Co., 702 Douglas Dr., Haddonfield, N. J., reports that it is contemplating the opening of a factory to supply fencing to the local trade. The firm wants to hear from manufacturers of redwood fencing who are interested in setting up distributorships.

Calendar of Trade Show Events

Western Building Industries Exposition, 2216 S. Hill St., Los Angeles 7, Calif. First annual trade show Oct. 7-10, in Los Angeles. Sponsored by the Western Building Industries Council.

County & Local Roads Division, American Road Builders Association, 9th Annual National Highway Conference for County Engineers and Officials, Broadview Hotel, Wichita, Kans., Oct. 8-11.

National Hardware Show, Oct. 2-6, McCormick Place, Chicago, Ill. Arrangements have been made with the Pennsylvania Railroad to piggyback exhibits from McCormick Place to the Coliseum in New York City, for the Eastern Lawn, Garden, and Allied Products Trade Show, Oct. 20-22.

Detroit Metal Show, held in conjunction with the National Metal Congress, Oct. 23-27. Exposition manager is located at Metals Park, Novelty, Ohio.

National Retail Lumber Dealers Association, 302 Ring Bldg., Washington 6, D. C. will hold its eighth annual Building Materials Exposition, November 4-7, at McCormick Place, Chicago.

Home Improvement Products Show, Cobo Hall, Detroit, Mich., Jan. 31-Feb. 1-2, 1962. Main offices: 331 Madison Ave., New York, N. Y.

Virginia Building Material Association, P.O. Box 7236, Richmond 21, 36th Annual Convention, Hotel Roanoke, Roanoke, Va., Feb. 14-16, 1962.

Indiana Lumber & Builders' Supply Association, 2413 N. Meridian St., Indianapolis 8, Ind. 78th Annual Convention and Materials Exhibition, Manufacturers Bldg., Indiana State Fairgrounds, Feb. 27-28-Mar. 1, 1962.

NERSICA Exposition, Mar. 2-4, 1962, the Coliseum, New York City. National Established Repair, Service, Improvement Contractors Association, 12 E. 41st St., New York 17, N .Y.

American Road Builders Association, Mar. 4-7 1962, Sheraton-Palace Hotel, San Francisco, Calif.

Western Space Age Industries & Engineering Exposition, April 25-29, 1962, The Cow Palace, San Francisco, Calif.

Century 21 International Exposition, the first U. S. world's fair since 1939, is scheduled for Apr. 21-Oct. 21, 1962, Exposition Building, Seattle 9, Wash.

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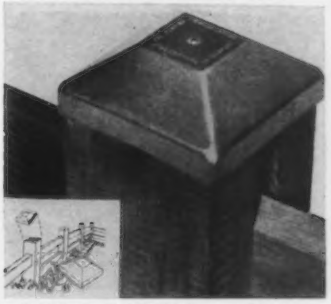

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"A house without a fence is like a picture without a frame." This clever slogan is being used by the American Fence Co. of Arizona, Inc., P. O. Box 5096, Phoenix 10, Ariz.

News Items . . .
Timely and Informative

Duo-Rite Enclosure Co., 1047 E. Talmadge Ave., Akron 10, Ohio, manufacturers of redwood fences, are in the process of setting up their line for distributors on a national basis.

Drivall, Ltd., 207 Crescent Rd., New Barnet, Herts, England, are seeking distributors for their post drivers and post extractors. Write Ronald G. Monro.

Frankson Fence Co., 451 State St., New Haven, Conn., recently appointed James A. Brown as its sales manager. He formerly managed the New England area office of the pipeline division of the C. N. Flagg Co.

John H. Hosking Co., manufacturers of aluminum fittings, pipe, and tubing, has moved to new quarters at 334 W. 4th St., Cincinnati 2, O.

Lifetime Fence Co., formerly at 110 Grand St., Newburgh, N. Y., was recently purchased by Frank D. Birdsall, Sr. The firm deals in chain link and rustic wood fencing. Mr. Birdsall will operate under a new company name not yet decided upon. Present mailing address of the firm is P.O. Box 2272, Newburgh, N. Y.

Montgomery Ward & Co., Decatur, Ill., submitted the low bid of $1.45 per lineal foot for a six-foot chain link fence at the Greenwood Cemetery in that city. Macon County Fence Co. bid $1.50 per foot; Amco Fence Co., $1.55; General Fence, $1.57.

Nu-Vue Awning Co., 1053 E. 29th St., Hialeah, Fla., through its president, Harry Reckson, advises that the firm is now manufacturing awnings. Formerly known as the Nu-Vue Fence Co., it has discontinued its fencing activities.

Ray-O-Lite Division of Reichhold Chemicals, Inc., 316 Peachtree St., N.E., Atlanta 8, Ga., recently held its eighth annual sales meeting in Miami Beach, Fla. Representatives and distributors from 11 states gathered to discuss sales objectives for the line of patios, marquees, etc.

Reynolds Aluminum Supply Co. of California, headquartered in Los Angeles, formally opened a new $350,000 office and warehouse building at San Diego, Calif.

Sun Coast Fence Co., 2225 Fowler St., Fort Myers, Fla., a new affiliate of Sun Coast Tile Distributors, is headed by R. E. McBrayer, formerly of Garden Gate Nursery, Durham, N. C., and Ted Beeler.

Swimming pools in the unincorporated areas of Ventura County (Calif.) must be fenced by the end of this November, according to a ruling of the County Board of Supervisors.

Southwestern Fence Co., 5705 Westheimer Rd., Houston 27, Tex., has a new president in the person of A. W. Robinson. He succeeds A. M. Eaton.

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AWARDS-PROJECTS—from Page 26

WIS—Proj. #CH-61(D), plans for construction at Ripon College, Ripon, est., $942,000. Fred O. Pinkham, Pres.—Proj. #CH-56(DS), plans for construction at Carthage College, Kenosha, est., $1,840,000. Harold H. Lentz, Pres.

LATE ARRIVALS—

MO.—Proj. #CH-75(H), plans for construction at Burge Protestant Hospital, Springfield, est., $166,000. Elmer W. Paul, Admin.

ORE—Proj. #P-3084, plans for improvements and extensions to water system, Newport, est., $241,250. Donald J. Hall, City Engr.

VA—Urban Renewal, 21-acre "Dowtown Redevelopment Project East," Norfolk, est. net cost, $2,511,959. Lawrence M. Cox, Norfolk Redevelopment & Housing Authority, P.O. Box 968.

W. VA.—Urban Renewal, 20-acre "Center Wheeling" project, Wheeling, est. net cost, $1,099,861. Wendell L. Shay, Acting Exec. Dir., Urban Renewal Authority of Wheeling, City Hall.

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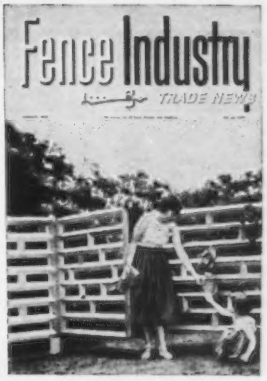

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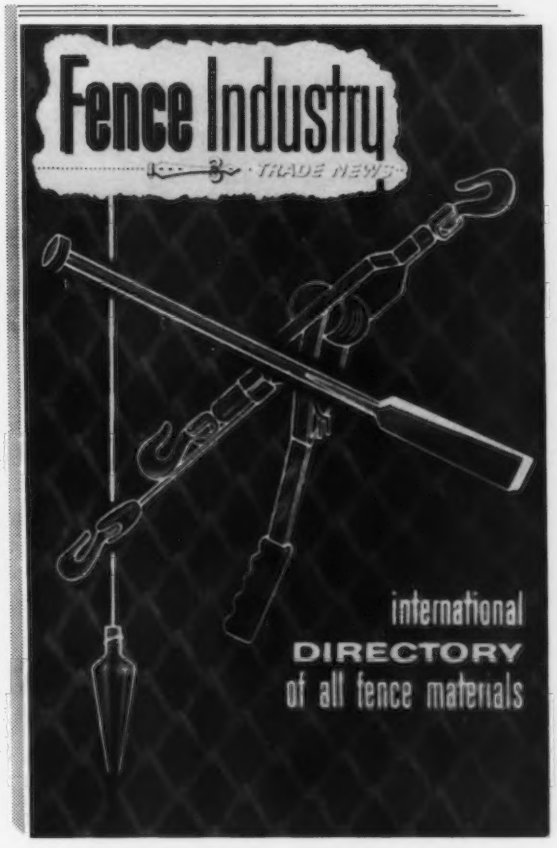

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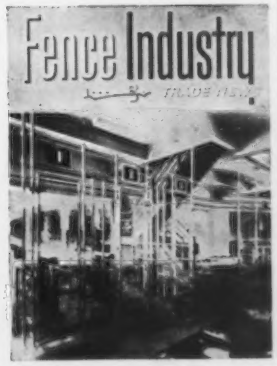

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